

# GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. VIII. No. 12.

CHICAGO, ILL., JUNE 25, 1902.

FIVE CENTS PER COPY  
ONE DOLLAR PER YEAR.

**E. R. ULRICH & SONS**  
SHIPPERS OF CHOICEST  
**MILLING CORN, White and Yellow**  
(NO WHEAT)  
SPRINGFIELD ILLINOIS  
Elevators along the lines of the following  
railroads in Central Illinois: Wabash, C. & A.,  
L. C., C. P. & St. L., and Pawnee R. R.

**BABCOCK & HOPKINS,**  
Shippers of **RENSSELAER, IND.,**  
**CORN OATS** White and Mixed  
**RYE** Clipped and Natural  
Grain Warehouses at Rensselaer, Parr,  
Fair Oaks and Rose Lawn, Ind.  
We will buy your damp grain or dry it for you at a  
very reasonable price and guarantee satisfactory  
work. **Correspondence Solicited.**

**McCray, Morrison & Co.**  
KENTLAND, IND.  
Shippers of... **CORN** CLIPPED AND  
NATURAL OATS  
Our Special Brand of White Oats is  
a favorite wherever tried.  
Grain Warehouses at Kentland, Wolcott, Remington,  
Ind., and Effner, Ill.

**Tyng, Hall & Co.**  
**GRAIN COMMISSION**  
33-35 Chamber of Commerce  
Correspondence Solicited. PEORIA, ILL.

**THE CALUMET GRAIN AND ELEVATOR CO.**  
CAPITAL \$200,000.00  
**GENERAL GRAIN HANDLERS**  
Receiving, Shipping, Exporting, Commission  
Careful attention to consignments and future  
orders. Track bids if desired.  
**GEO. B. DEWEY,** Representative, CHICAGO

**C. A. FOSTER,**  
RECEIVER AND SHIPPER  
ANY RAILROAD.  
**FEED, GRAIN & HAY,**  
PITTSBURG, PA.  
P. O. Address, CARNEGIE, PA.  
Reference: Freehold Bank, Pittsburg, Pa.

**DUDLEY M. IRWIN**  
**BARLEY**  
BOARD OF TRADE BUILDING.  
BUFFALO, N. Y.

P. P. CONNOR M. J. CONNOR GEO. F. POWELL  
**Connor Bros. & Co.**  
GRAIN AND HAY  
ST. LOUIS  
Members of Grain Dealers National Association

ESTABLISHED 1872.  
**R. S. McCAGUE**  
WHOLESALE DEALER IN  
**GRAIN, HAY, MILL FEED,**  
PITTSBURG, PA.

G. B. VAN NESS.

L. B. WILSON.

## VAN NESS & WILSON,

Commission Merchants.

**GRAIN AND PROVISIONS,**

609 and 610 Rialto Building,

**CHICAGO.**

**Solicit Your Account.**

Members Chicago Board of Trade.

Reference Corn Exchange National Bank.

**COMPLETE EQUIPMENTS FOR GRAIN ELEVATORS**  
OF ANY CAPACITY.

CONVEYING, ELEVATING AND POWER TRANSMITTING MACHINERY

ROPE TRANSMISSIONS. **CALDWELL HELICOID CONVEYOR** The Only Perfect Spiral Conveyor

Our new Catalog No. 26 (440 pages, cloth bound), will be sent upon request.

Eastern Sales & Engineering Office, 410-95 Liberty St., New York, N. Y.  
Southeastern Sales & Engineering Office, 411 Prudential Bldg., Atlanta, Ga.  
Southwestern " " " 202 Trust Bldg., Dallas, Tex.

**H. W. CALDWELL & SON CO.,**  
Western Ave., 17th-18th Sts., CHICAGO, ILL.



# The GRAIN DEALERS JOURNAL.

## REGULAR GRAIN RECEIVERS OF TOLEDO.

Established 1877.  
F. W. Rundell. J. E. Rundell.  
**W. A. RUNDELL & CO.**  
Grain and Seed Merchants.  
We buy, delivered Toledo or f. o. b. your station.  
Personal attention to consignments and trades  
in "futures." Daily market letter free.  
Correspondence solicited.  
Room 33, Produce Exchange, Toledo, Ohio.

J. F. ZAHM F. W. JAEGER FRED MAYER  
**J. F. ZAHM & CO.**  
GRAIN and SEEDS TOLEDO, O.  
We make a specialty of handling consignments. Transient buyers and farmers need not write us.  
ESTABLISHED 1879  
MEMBERS:  
Toledo Produce Exchange, Chicago Board of Trade, New York Produce Exchange.

Be Friendly. Estab. 1846 Write Occasionally.  
**C. A. KING & CO.**  
TOLEDO, OHIO.  
Grain and Clover Seed, spot and futures.  
Special Market and Crop Reports Free.  
MEMBERS { Toledo Produce Exchange.  
Chicago Board of Trade.

**The Toledo Salvage Co.**  
Buyers of  
**OFF GRADES and  
SALVAGE GRAIN**  
Toledo, - - - OHIO

S. C. REYNOLDS. C. L. REYNOLDS. F. J. REYNOLDS.  
**REYNOLDS BROS.**  
GRAIN AND SEEDS  
24, 25 & 26 Produce Exchange, TOLEDO, O.  
Offer us your grain and seeds: consign it,  
or ASK FOR BIDS.

**An Enterprising Receiver  
OF TOLEDO**  
who wants business from regular  
country shippers will place his  
announcement here.

**The Paddock-Hodge Co.**  
Operating Wabash Elev. 4 GRAIN Michigan Central A.  
Total Capacity, 200 cars daily. Storage Capacity, 1,500,000 bushels. Clipping Oats,  
50,000 bushels daily. No Switching Charges from any road. Our bids will  
reach you daily, no matter where you're located. Advise if not receiving them.  
TOLEDO, OHIO.

BATTLE CREEK.  
**McLANE, SWIFT & CO.**  
Successors to G. L. McLane & Co.  
Buyers of Wheat, Corn, Natural and  
Clipped Oats, Choice Rye.  
Write for bids—your track,  
Grain Elevators on Grand Trunk Railway.  
BATTLE CREEK, MICH.

## REGULAR GRAIN RECEIVERS OF ST. LOUIS.

**DANIEL P. BYRNE & CO**  
SUCCESSORS TO  
Redmond Cleary Com. Co.  
Established 1854. Incorporated 1887.  
**Grain, Hay and Seeds,**  
Chamber of Commerce, ST. LOUIS, MO.

W. W. POWELL,  
Manager Receiving Department.  
**SHERRY-BACON GRAIN CO.**  
213 MERCHANTS' EXCHANGE  
ST. LOUIS - - MO.

T. P. Baxter, Pres. F. A. Roennigke, Sec.  
**PARROTT-BAXTER GRAIN CO.**  
COMMISSION,  
GRAIN, HAY AND SEEDS,  
Chamber of Commerce. ST. LOUIS, MO.

### PHILADELPHIA.

Established 1863.  
**E. L. ROGERS & CO.**  
Commission Merchants,  
Receivers and Exporters.  
Grain, Feed, Hay, Straw, etc.  
**PHILADELPHIA, PA.**  
358 Bourse Building.

### EVANSVILLE.

**W. H. SMALL & Co.**  
RECEIVERS AND SHIPPERS  
**GRAIN, SEEDS AND HAY,**  
Office, 7 and 9 Upper 1st Street,  
EVANSVILLE, IND.  
Warehouses, Belt R.R., cor. Penna. & Bellevue Sts.

**CIFER CODES**  
ALL KINDS.  
WRITE FOR CATALOG TO  
**Grain Dealers Company,**  
CHICAGO, ILL.

### CAIRO.

**H. L. Halliday Milling Co.,**  
**WHEAT, CORN AND OATS**  
CAIRO, ILL.  
Elevator Capacity 500,000 Bushels.

### GREENVILLE

**E. A. GRUBBS GRAIN CO.**  
GREENVILLE, O.  
Car lots any road. Want to correspond  
with dealers on Pan-Handle,  
Vandalia and T. P. & W. Can at  
times use divided cars.

### PORTLAND

**EDWARD P. MERRILL,**  
**Grain Broker,**  
— — — — — PORTLAND, ME.

### COLUMBUS.

**McCORD & KELLEY,**  
Track Buyers and Shippers of  
**Grain and Hay**  
For Eastern and Southern Interior Trade,  
and for Seaboard Delivery,  
GENERAL OFFICE, 358 NORTH HIGH ST.  
COLUMBUS, OHIO.

### JACKSONVILLE.

**KINGSLEY McCALLUM & CO.**  
**Hay and Grain Brokers**  
**JACKSONVILLE, - FLA.**  
When you have anything to offer in this  
line, quote us delivered prices.

### PITTSBURG

**DANIEL McCAFFREY'S SONS,**  
**Leading Hay Dealers,**  
PITTSBURG, PA.  
Estab. 1867. Reference, Duquesne Nat'l Bank  
CONSIGNMENTS SOLICITED.

### ST. JOSEPH.

**C. A. DAYTON GRAIN CO., St. Joseph, Mo.**  
Members of Chicago, Kansas City and St. Joseph Board of Trade  
GRAIN BUYERS AND SHIPPERS.  
Option orders executed on any market.  
We solicit your correspondence.

### NASHVILLE

**J. H. WILKES & CO.,**  
Dealers in  
**GRAIN AND HAY**  
NASHVILLE, TENN.  
Correspondence and Consignments Solicited.

### KANSAS CITY.

**Ernst-Davis Grain Co.,**  
Board of Trade, KANSAS CITY, MO.  
Solicit consignments and orders for the Kansas  
City market. Satisfaction guaranteed.



## REGULAR GRAIN RECEIVERS OF BUFFALO.

### WHITNEY-ECKSTEIN SEED CO., BUFFALO.

Wholesale Seed and Grain Merchants.  
Invite offers for spot and future delivery of Grass and Field Seeds and Grain. Can use tailings containing seeds. Advances made on consignments.

Correspondence Invited. Consignments Solicited

### W. W. ALDER

**BROKERAGE  
and COMMISSION**

81 Merchants' Exchange, BUFFALO, N. Y.

All kinds of Grain and Feed  
Write for Buffalo Market Letter

### Have you any Red or White Wheat

to sell or consign? If so, write Watkins & Anderson, 82 Board of Trade, Buffalo, N. Y., for best bids.

### HUSTED MILLING & ELEVATOR CO. Buyers of CORN & OATS

Write for daily bids,  
31-32 Board of Trade, BUFFALO, N. Y.  
Address all correspondence to "Feed Department."

### DAMAGED GRAIN WANTED.

I buy damaged grain of all kinds. Write or wire me.

WM. B. GALLAGHER,  
72 Pearl Street, Buffalo, N. Y.

### HENRY D. WATERS Grain Commission Merchant

CONSIGNMENTS SOLICITED.  
54 Board of Trade. BUFFALO, N. Y.

### CHURCHILL & COMPANY GRAIN MERCHANTS

BUFFALO, N. Y.

### John Wade & Sons, GRAIN BUYERS AND DEALERS

Members Merchants' Exchange.  
MEMPHIS. TENN.

### A. B. Treadwell & Co. Wholesale

**GRAIN AND HAY**

Dealers  
MEMPHIS, - - - - - TENN.

## REGULAR GRAIN RECEIVERS OF MILWAUKEE.

O. Z. Bartlett B. G. Ellsworth H. H. Peterson

### L. Bartlett & Son Co., GRAIN COMMISSION MERCHANTS

23 Chamber of Commerce

Branch Houses:  
CHICAGO, MINNEAPOLIS Milwaukee

### Established, 1882. Franke Grain Company

GRAIN, HAY and MILL FEED  
41 and 42 Chamber of Commerce, MILWAUKEE, WIS.  
We buy Grain and Hay F.O.B. Stations.  
Please write for bids.

### M. G. RANKIN C. B. PIERCE M. G. RANKIN & CO.

GRAIN AND FEEDING STUFFS,  
JERSEY MALT SPROUTS, OIL  
MEAL, BRAN, MIDDS, MIXED  
FEED. Correspondence Solicited.  
Herman Bldg. 420 Guaranty Bldg.  
MILWAUKEE, WIS. MINNEAPOLIS, MINN.

## REGULAR GRAIN RECEIVERS OF MINNEAPOLIS.

### GRAIN...

Make advances  
on bills lading.

### The Van Dusen-Harrington Co. COMMISSION,

MINNEAPOLIS and DULUTH.

Sell by sample and make prompt returns.

DULUTH. CHICAGO.

### E. A. BROWN & CO. Grain Commission, WHOLESALE COAL

MINNEAPOLIS. MINN.  
Consignments Solicited.  
Prompt Returns Guaranteed.

R. Troendle, Pres. E. H. Tryon, Treas.  
E. G. Terwilliger, Secy.

### SPENCER GRAIN CO.

COMMISSION.

**Barley a Specialty.**

Chicago, Milwaukee, Minneapolis, Duluth

## REGULAR GRAIN RECEIVERS OF BALTIMORE.

### The William Hopps Grain & Hay Co.

Buyers, Receivers and Shippers

**GRAIN, HAY AND FEED STUFFS.**

Advances made on consignments. Hay and Ear Corn Wanted.

SPEARS WHARF, - - - BALTIMORE, MD.

### THOS. H. BOTTS & CO.

Commission Merchants

**Grain, Seeds, Flour**

Liberal Advances Made on Consignments.

214 Spears Wharf. 213 Patterson St.

Baltimore, Md.

### Chas. England & Co.

**COMMISSION MERCHANTS**

**GRAIN, HAY, SEEDS**

32 South Holiday Street BALTIMORE, MD.

W. G. Bishop.

J. M. Frisch.

### W. G. BISHOP & CO.

Commission Merchants

**GRAIN, HAY and SEEDS.**

316 North St. BALTIMORE, MD.

References—Dun, Bradstreet and First National Bank, Baltimore.

### G. A. HAX & CO.

Commission Merchants

**GRAIN, HAY & SEEDS**

445 North St., BALTIMORE, MD.

### HEYWOOD MFG. CO.,

MANUFACTURERS OF

Envelopes,

PAPER

BOXES,

Cereal Shells

and

PRINTING.

MINNEAPOLIS.  
MINN.



Write us for  
Samples and Prices.

Chamber of Commerce, Merchants' Exchange,  
Detroit, Mich. Decatur, Ill.

### BURKS GRAIN & ELEVATOR CO.

Successors to C. A. BURKS & Co.

**RECEIVERS and SHIPPERS**

MEMBERS

Decatur Merchants Exchange, Detroit Board of Trade,  
Illinois Grain Dealers Association,  
Grain Dealers National Association.

DETROIT.

Established, 1880,

### C. E. BURNS

Grain Buyer and Shipper,  
OATS, RYE and BEANS

DETROIT. MICH.



## REGULAR GRAIN RECEIVERS OF CHICAGO.

**W. H. MERRITT & CO.**  
Grain Buyers & Shippers

CORRESPONDENCE SOLICITED.

234 La Salle St., CHICAGO, ILL.

1852—1902  
**J. H. DOLE & CO.**

(ESTABLISHED IN 1852)

COMMISSION MERCHANTS

GRAIN . FLOUR  
PROVISIONS

226 La Salle Street, CHICAGO

We solicit your speculative  
accounts and

CONSIGNMENTS of GRAIN

GEO. S. DOLE, Pres. H. N. SAGER, Sec.

**JOHN WEST & CO.,**

(ALBERT L. WEST)

**COMMISSION MERCHANTS,**

Grain, Seeds, Provisions.

604 Royal Ins. Bldg.,

Phone Harrison 685.

CHICAGO.

ARMOUR GRAIN CO.

**GRAIN** BUYERS  
DEALERS

205 LA SALLE ST., CHICAGO.

**Bartlett, Frazier & Co.****GRAIN**

Western Union Bldg., Chicago.

**E. W. WAGNER**

COMMISSION

**Grain and Provisions**

99 Board of Trade, Chicago.

Personal attention given to speculative  
accounts and

CONSIGNMENTS OF GRAIN

Daily market letter mailed free  
upon application.

I. P. RUMSEY.

F. M. BUNCH.

**RUMSEY & COMPANY**

Successors to RUMSEY, LIGHTNER &amp; CO.

**Commission Merchants**

GRAIN, PROVISIONS AND SEEDS

— Cash and Future Deliveries —

97 Board of Trade Building.

CHICAGO

GRAIN

GEO. W. KERR

STOCKS

COMMISSION MERCHANT

PROVISIONS

Member  
Chicago Board of TradeRialto Bldg.  
CHICAGO

BONDS

ESTABLISHED 1862

**Weare Commission Company**Grain, Seeds and Provisions,  
Stocks, Bonds and Securities

Old Colony Building

CHICAGO

Private wires to all points

**SAM  
FINNEY**  
WITH  
**CHURCHILL & Co.,**

Commission Merchants,

715 Board of Trade

CHICAGO,

ILL.

My Personal  
attention given  
consignmentsYour orders  
for cash and  
futures solicited

TRADE MARK.

Write for my daily market letter.

**Geo. H. Phillips****Commission Merchant,  
Grain, Provisions and Seeds.**Consignments  
Solicited.

231-235

Rialto Bldg.

**Chicago**Orders for future delivery executed on margins.  
All business transacted through & confirmed by Irwin Green & Co.

My daily and weekly market letters are published in full in the Chicago Evening Post, also the Chicago Evening Journal. Will send either paper, free of charge, to anyone interested in the market.



# CHICAGO GRAIN RECEIVERS—CONTINUED.

**JAMES P. SMITH & CO.**  
GRAIN MERCHANTS  
417-418 Rialto Building CHICAGO.  
CONSIGNMENTS SOLICITED  
Orders in futures carefully executed.

**GERSTENBERG & CO.**  
GRAIN AND SEEDS COMMISSION MERCHANTS BARLEY A SPECIALTY  
Try them and you will be pleased.  
253-261 LA SALLE ST., CHICAGO, ILL.

*W.F. Johnson* *Geo. A. Wagoner*  
**W.F. JOHNSON & CO.**  
GRAIN, SEED AND PROVISION  
*Commission Merchants*  
*Orders for future delivery carefully executed; consignments and correspondence solicited.*  
ROOM 59, BOARD OF TRADE, CHICAGO.



GRAIN MERCHANTS.  
Correspondence Solicited.

**BENTLEY-JONES GRAIN CO.**  
(Incorporated)  
Grain Commission Merchants  
73-74 Board of Trade, CHICAGO

*Lowell Hoyt & Co.*  
*Commission*  
*Grain Hay & Seeds*  
*211 Royal Insurance Bldg.*  
*Chicago*

## Receivers

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL . . .

H. L. KARRICK C. E. GRAY H. S. WILLIAMS  
**KARRICK, GRAY & WILLIAMS**  
GRAIN COMMISSION  
SUITE 40 BOARD OF TRADE  
CHICAGO  
MEMBERS  
CHICAGO MILWAUKEE ST. LOUIS  
MINNEAPOLIS DULUTH  
Orders for Future Delivery and Consignments to Any of Above Markets Solicited

W. R. Mumford, President.  
Clarence H. Thayer, Sec'y and Gen. Mgr.  
**W. R. MUMFORD CO.**  
STOCKS and BONDS  
GRAIN, SEEDS, HAY and MILLSTUFFS  
CONSIGNMENTS AND ORDERS  
FOR FUTURE DELIVERY SOLICITED  
Main Office:  
528-532 RIALTO BUILDING, CHICAGO.  
MINNEAPOLIS, 23 Chamber of Commerce.  
MILWAUKEE, 113 Michigan Street.  
CEDAR RAPIDS, IA., 225 1st Ave.  
ST. LOUIS, 60 Laclede Bldg.  
KANSAS CITY, 605-606 Board of Trade.  
DULUTH, 518 Board of Trade.  
MEMBERS DIFFERENT EXCHANGES.  
Daily market letter mailed free on application.

Established 1865.  
**L. EVERINGHAM & Co.,**  
COMMISSION - MERCHANTS.  
Specialties:—Grain and Seeds of all kinds by sample upon their merits.  
Consignments solicited; correspondence invited.  
SUITE 80 BOARD OF TRADE, CHICAGO, ILL.

Henry Hemmelgarn. Philip H. Schiffin.  
**H. HEMMELGARN & CO.**  
COMMISSION MERCHANTS.  
Grain, Seeds and Provisions.  
Rooms, 317, 318, 319 Rialto Bldg., CHICAGO.  
Consignments solicited. Correspondence invited.

**POPE & ECKHARDT CO.**  
Commission Merchants  
GRAIN, SEEDS AND PROVISIONS  
317-321 WESTERN UNION BLDG., CHICAGO.

MINNEAPOLIS MILWAUKEE  
**W. A. FRASER Co.**  
Consignments and Future Delivery Orders Solicited,  
Royal Insurance Bldg. ....CHICAGO

**WARNER & WILBUR**  
General Commission Merchants  
417 and 419 Royal Insurance Bldg.  
Orders in Futures and Consignments Solicited.  
Established 1879. CHICAGO, ILL.

**Table of Legal Weights**  
This table shows the legal weights in pounds per bushel of grain and grain products, etc., as provided for by law. This book is well bound in a strong cloth cover. Price 50 cts.  
For sale by  
GRAIN DEALERS CO.,  
255 La Salle St. CHICAGO, ILL.

WHETHER  
**You**  
OR THE  
**"Other Fellow"**

Makes the difference between the price of grain at your town and Chicago depends upon you.

If you will send your grain to us to sell you will

**Get All There Is in It For Yourself.**

We are building up our business by treating our customers as we would ourselves. We want their business for all time.

We Can Please You

**L. H. Manson & Co.**  
54-55-56 Board of Trade, CHICAGO

WRITE FOR OUR DAILY MARKET LETTER  
J. H. WARE  
E. F. LELAND  
CONSIGN  
YOUR GRAIN AND SEEDS AND  
SEND YOUR ORDERS TO  
**WARE & LELAND**  
200-210 Rialto Building,  
CHICAGO.  
For GRAIN, PROVISIONS,  
STOCKS AND  
COTTON.  
YOUR INTERESTS ARE OUR INTERESTS.



# DIRECTORY OF REGULAR GRAIN RECEIVERS AND DEALERS

Dealers and Receivers who confine their business to regular grain shippers merit the patronage of such shippers.

## BALTIMORE.

W. G. Bishop & Co., grain, hay.  
Thos. H. Botts & Co., grain, seeds.  
Chas. England & Co., grain, hay.  
Hammond & Snyder, r'c'v'rs, exporters.  
G. A. Hax & Co., grain, hay, seeds.

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.

## BUFFALO.

W. W. Alder, strictly commission.  
W. B. Gallagher, damaged grain.  
Husted Milling & Elevator Co., grain.  
Dudley M. Irwin, barley.  
Henry D. Waters, grain commission.  
Watkins & Anderson, grain and feed.  
S. W. Yantis, grain and feed.

## CHICAGO.

Armour Grain Co., grain buyers.  
Bartlett, Frazier & Co., grain.  
Bentley-Jones Grain Co., grain.  
Calumet Grain & Elevator Co., com-  
mission merchants.  
J. H. Dole & Co., grain com's'n.  
L. Everingham & Co., grain, seeds.  
Sam Finney, commission.  
W. A. Fraser, grain commission.  
Gerstenberg & Co., grain, seeds.  
H. Hemmelgarn & Co., commission.  
Karrick, Gray & Williams, grain comsn.  
Lowell Hoit & Co., grain, hay.  
W. F. Johnson & Co., grain, seeds.  
L. H. Manson & Co., grain, comsn.  
W. H. Merritt & Co., grain, seeds.  
W. R. Mumford Co., commission.  
Geo. H. Phillips, grain commission.  
Pope & Eckhardt Co., Commission.  
H. W. Rogers & Bro., grain and seeds

## CHICAGO—Continued.

Rosenbaum Bros., receivers, shippers.  
J. Rosenbaum Grain Co., r'c'rs, shprs.  
Rumsey & Company, grain com's'n.  
James P. Smith & Co., grain.  
Van Ness & Wilson, grain receivers.  
E. W. Wagner, receiver and shipper.  
Ware & Leland, grain, seeds.  
Weare Commission Co., commission.

## CAIRO, ILL.

H. L. Halliday Milling Co., grain.

## CINCINNATI.

Union Grain & Hay Co., grain, hay.

## DAYTON, OHIO.

Schaeffer & Boroff, grain shippers.

## DETROIT.

Burks Grain & Elevator Co., grain.  
C. E. Burns, Oats, Rye, Beans.

## EVANSVILLE.

W. H. Small & Co., grain, seeds.

## GREENVILLE, OHIO.

E. A. Grubbs Grain Co., track buyers.

## KANSAS CITY.

Ernst-Davis Grain Co., commission.

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.

## MEMPHIS.

John Wade & Sons, grain dealers.

## MILWAUKEE.

L. Bartlett & Son Co., commission.  
Franke Grain Co., grain, hay.  
I. H. Lowry & Co., Grain Com's'n.  
M. G. Rankin & Co., Grain and Feed.

## MINNEAPOLIS.

E. A. Brown & Co., com's'n.  
Spencer Grain Co., com's'n. Barley.  
Van Dusen-Harrington Co., comsn.

## NASHVILLE, TENN.

J. H. Wilkes & Co., grain, hay.

## NEW YORK.

Geo. N. Reinhardt & Co., hay, grain.

## PEORIA, ILL.

P. B. & C. C. Miles, grain commission.  
Tyng, Hall & Co., grain comsn.  
Van Tassell & Bunn, receivers, shippers.

## PHILADELPHIA.

E. L. Rogers & Co., grain, hay.

## PITTSBURG.

Daniel McCaffrey's Sons, grain, hay.  
R. S. McCague, grain, hay.

## PORTLAND, ME.

Henry Littlefield & Co., grain and feed.  
Edward P. Merrill, grain broker.

## RICHMOND, VA.

S. T. Beveridge & Co., grain, hay, seeds.  
Geo. T. King, broker and commission.

## ST. LOUIS, MO.

Daniel P. Byrne & Co., grain, hay.  
Connor Bros. & Co., grain comsn.  
Parrott-Baxter Grain Co.

## TOLEDO.

The Toledo Salvage Co., salvage grain.  
C. A. King & Co., grain, clover seed.  
The Paddock-Hodge Co., grain com'n.  
Reynolds Bros., grain and seeds.  
W. A. Rundell & Co., grain, seeds.  
J. F. Zahm & Co., grain, seeds.

## THE PERFECTION GRAIN DRIER

IS THE SIMPLEST  
AND BEST

Its first cost and cost of operation is 50%  
less than any other drier. Perfect work  
guaranteed. Write for particulars.

**TWEEDALE & HARVEY**  
303 Dearborn Street  
CHICAGO

## THE ALBERT DICKINSON CO.

DEALERS IN  
GRASS SEEDS, CLOVERS, BUCKWHEAT,  
BEANS, PEAS, BIRD SEED, POP CORN,  
GRAIN BAGS, ETC.

OFFICES, WEST TAYLOR ST., AND THE RIVER, CHICAGO.

## R. E. ELWELL

### Grain Broker

116 BROAD ST, NEW YORK CITY

Member of New York Produce Exchange

## Oats and Corn a Specialty

Offer me all grades of grain and mill feeds, for either  
domestic or export sale. I have unusual facilities for market-  
ing export flour and round lots of salvage grain.

My daily postal quotations reach the leading country  
merchants in New York, Boston and Philadelphia rate points.  
Accounts of Western Shippers solicited. Quick and  
reliable service. For particulars regarding my plan to increase  
your business in this market, write to

**R. E. ELWELL, 116 Broad St., N. Y. City**

## The NEW ERA ELEVATOR



reduces cost of  
grain elevators by  
displacing stair-  
ways. No power  
needed, yet it will  
take you up to cu-  
pola quickly and  
without depriving  
you of breath.

Write for information to  
**PHILIP MOSER,**  
Sidney, Ohio.





## The First Big Grain Deal

In North America was made between Chief Powhattan and the famous Captain John Smith.

Captain Smith bought the Food Stuff and distributed it among the citizens of Jamestown.

And what he did 300 years ago we are doing to-day, but on a larger scale. Like Captain Smith we buy grain and distribute it. We handle it in large quantities. Grain trading is our specialty.

The farmer grows grain—we buy it and sell it and transport it. The Miller grinds it. The nations eat it.

All the latest devices that skill and capital can invent (to facilitate the storage and distribution of grain) are in daily use by us. Our New

### IRONDALE ELEVATOR A

is built fire-proof and dust-explosion proof. It keeps the grain at all times in one uniform condition. **But** to the point—

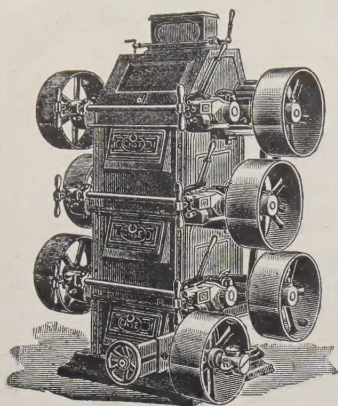
### DO YOU WANT TO BUY WHEAT? DO YOU WANT TO SELL GRAIN?

In either case we want to hear from you—by mail, telegraph, telephone or personally.

We will give you all the market allows or we will sell you grain upon the very lowest possible margins. We handle large quantities and can sell you in any quantity desired, **therefore** we can give you the very best terms.

**J. Rosenbaum Grain Co.**  
CHICAGO, ILLINOIS





## We Have Been Using

one of your six roll corn and feed mills for about five years and like it very much. We have ground as high as eighty-five bushels per hour of corn meal, using a 20 mesh wire on our reel. Our repair bill, including re-corrugating, babbitting, etc., has been \$10.00 per year.

Yours truly,

STEWART BROTHERS, Skowhegan, Maine.

Costs a Little more than others, but its earning capacity is greater

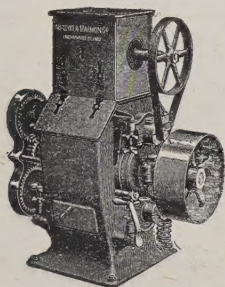
**MILL AND ELEVATOR SUPPLIES**

Sole Manufacturers of the

**CYCLONE CORN AND COB CRUSHERS**

**The Case Manufacturing Co.,**

**COLUMBUS, OHIO**



3 Roll-2 Break M

## Feed Mills Roller and French Buhr.

For Durability, Simplicity, Large Capacity, Uniform Grinding and Light Running, our Mills are Unexcelled.

**WE  
MAKE**

THREE ROLL-TWO BREAK MILLS—2 sizes,  
THREE PAIR HIGH-6 ROLLER MILLS—4 sizes,  
TWO PAIR HIGH-4 ROLLER MILLS—5 sizes,  
And 85 Sizes and Styles of BUHR STONE MILLS.

Send for Catalog and Prices.

**NORDYKE & MARMON CO.,**

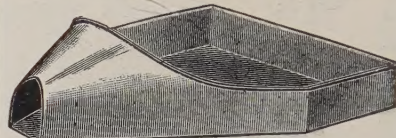
FLOUR MILL BUILDERS.

ESTAB. 1851.

37 Day St., INDIANAPOLIS, IND.

## Grain Sample Pan

For Examining Samples of Grain and Seeds



Made of Aluminum. The lightest pan made, will not Rust or Tarnish, always stays bright.

Grain Size, 24x12x16 1/2 ins. .... \$1.25

Seed Size, 19x9x11 ins. .... \$1.00

Grain Dealers Co., 255 La Salle St., Chicago, Ill.

## BAGS

For Grain and Seeds.

Cotton Seamless, New and Second Hand.

## LARGE STOCKS

Desirable Qualities.

Low Prices to Cash Buyers.

**Cincinnati Bag Co.,**

J. Chas. McCullough, Proprietor.

CINCINNATI, O.

## BOWSHER FEED MILLS

(Sold with or without Elevator)



The Bowsher Mill is the best all around feed grinder in the market. Is the **LIGHTEST RUNNING**. Has Conical shaped grinders. Can run empty without injury. It is different from all others. Seven sizes, ranging from 2 to 25 h. p.

**CRUSHES and GRINDS** ear corn, (with or without shucks); grinds all kinds of small grain and Kaffir corn in the head.

High-priced grain incites feeders to economize. Ground feed is the economical feed. You ought to have a mill now. **Quit Thinking** about it. **COMMENCE** to investigate. Our catalog is sent for the asking.

**THE N. P. BOWSHER CO.,**

**SOUTH BEND, IND.**

## DO YOU WANT A FEED MILL?

If so write for Catalog and Prices of . . .

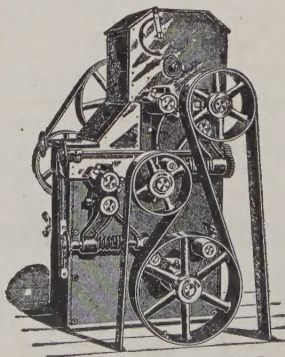
## Northways 4 and 6 Roller CORN and FEED MILLS

The Highest Running Mill on the Market.

ELEVATOR MACHINERY AND SUPPLIES.

**Strong & Northway Mfg. Co.**

MINNEAPOLIS, MINN.



ROLL CORRUGATING A SPECIALTY.

## COAL SALES BOOK

FORM 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping, and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the Journal from which the posting is done.

It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8 1/2 x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth, has leather back and round leather corners. Price, \$1.75.

FOR SALE BY

**Grain Dealers Company,**

255 La Salle St.

CHICAGO, ILL.



# SOMETHING NEW.

## THE "EUREKA" DOUBLE SHOE COMPOUND MOTION, TWO-FAN SEPARATOR



Is the steadiest running; has greater capacity and has better air separations than any machine on the market. Construction and finish unequalled.

WE BUILD THIS STYLE MACHINE ENTIRELY OF IRON AND STEEL.

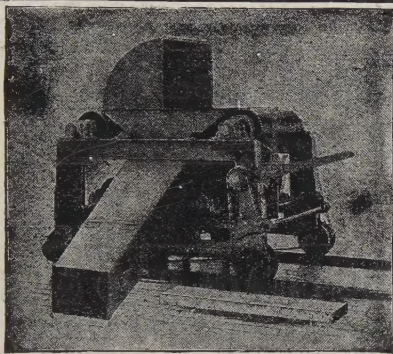
The New Improved "EUREKA" Oat Clipper | "EUREKA" Wheat Washing Whizzing and Drying System

Has greater capacity with minimum shrinkage. Large wide shoe.  
Most clipping surface. Built entirely of iron and steel.

Unequaled for efficiency on smutty and off grade wheats.

**THE S. HOWES COMPANY** Eureka Works, Est. 1856  
SILVER CREEK, N. Y.

NEW YORK OFFICE, 32 Broadway; CHICAGO OFFICE, 11 Traders Bldg.; MINNEAPOLIS OFFICE, 5 Chamber of Commerce; H. E. FURNAS, Spencer House, Indianapolis, Ind.; J. N. HEATER, Savoy Hotel, Kansas City, Mo.; E. E. HUNTER, 1423 Webster Ave., St. Louis, Mo.



BELT TRIPPER.

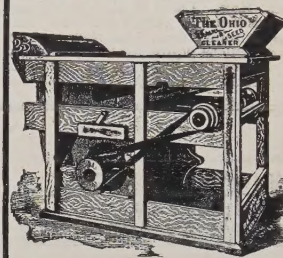
### Grain Elevator Machinery

BELT CONVEYORS, CAR PUL-  
LERS, SPOUTING, WAGON  
DUMPS, SHAFTING,  
PULLEYS, GEARING,  
FRICTION CLUTCHES,  
ROPE SHEAVES, LINK  
BELTING,  
SPROCKET  
WHEELS, Etc., Etc.

SEND FOR CATALOG.  
**LINK-BELT MACHINERY CO.,**  
ENGINEERS, FOUNDERS, MACHINISTS.  
**CHICAGO, U. S. A.**

### The "OHIO"

Grain and Seed Cleaner



From 50 to 1,000  
Bushels per  
Hour Capacity.

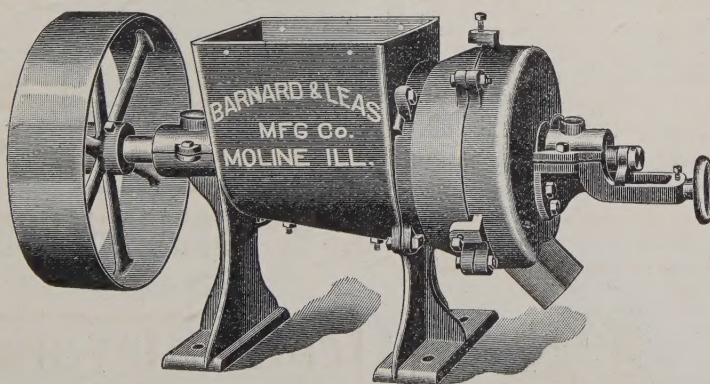
Sold on Its  
MERITS.

Machines sent  
on 30 days' trial.

It will clean any  
seed or grain that  
grows. Get our  
Catalog of Hand  
and Power ma-  
chines.

**BEELMAN CABINET CO.**  
36 Columbus St., Cleveland, O.

# COARSE GRINDING



Barnard's Ear Corn Crusher  
Is the Best Machine for This  
Purpose on the Market.

This machine is intended to rapidly crush corn and cobs for coarse feed or prepare them for further reduction on buhr stone or other grinding mills.

For convenience in operation, economy of power as well as

strength, simplicity and uniformity and efficiency of work, it has no superior.

We also make Corn Shellers, Separators, Oat Clippers, etc., and can furnish all kinds of Elevator Supplies.

**BARNARD & LEAS MFG. CO.**  
BUILDERS OF ELEVATORS AND ELEVATOR MACHINERY :: :: **MOLINE, ILL.**



## GRAIN ELEVATOR BUILDERS.

## WE BUILD TO PLEASE

Write us for estimates on your work.

Younglove &amp; Boggess Co.

ENGINEERS

9-10-11-12 Elk Building, Mason City, Iowa

Designers  
and  
Builders

GRAIN ELEVATORS

## PLANS

of up-to-date elevators furnished  
upon short notice by

W. H. CALDWELL,

Elevator Builder.

CHICAGO, ILL.

1018 Royal Ins. Bldg.

J. H. ROMAN

Designer and Builder of Up-to-Date

GRAIN ELEVATORS

Repairing and Remodeling a Specialty.  
Twenty Years' Experience.

Lock Box 239, COUNCIL BLUFFS IOWA.

## Something New. Aspirator Boots

Made of cast iron, wood or steel. All elevators should have them. Write to WM. W. LOCKWOOD, Winfield, Kan. I also make other novel and up-to-date articles for grain elevators; car pullers, friction clutches, etc.; can prepare your plans, furnish the entire equipment, superintend your work, or contract for the plant complete. Send for catalog.

## W. S. CLEVELAND ELEVATOR BUILDING COMPANY

INCORPORATED

Capital Stock, \$100,000

MINNEAPOLIS, MINNESOTA

General Contractors and Builders

OUR SPECIALTY:

GRAIN ELEVATORS - - Frame, Iron Clad, or Absolutely Fire Proof

## A. J. CLARK,

BUILDER OF

GRAIN ELEVATORS AND MILLS.

I am a millwright by trade and have wide experience in handling men so as to get the best of results. I draw plans, figure lumber, machinery, speed, etc., and superintend the construction, or will contract. 407 Irving Ave. N., MINNEAPOLIS, MINN.

P. H. PELKEY  
Contractor and Builder of  
Grain Elevators.REPAIRING AND REMODELING A SPECIALTY.  
Plans and estimates furnished.

WINFIELD, KANSAS.

Reliance Mfg. Co.  
LARGEST  
ELEVATOR BUILDERS

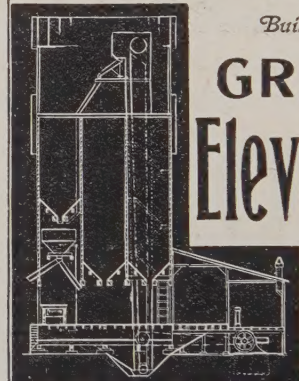
In the State. We build up-to-date elevators cheaply and quickly. Investigate our system of handling grain before you decide on plans. We may have just what you want.

We also manufacture the  
**RELiance GRAIN CLEANERS**  
and carry a full line of Elevator Supplies.

1521-1523 Bates St., INDIANAPOLIS, IND.

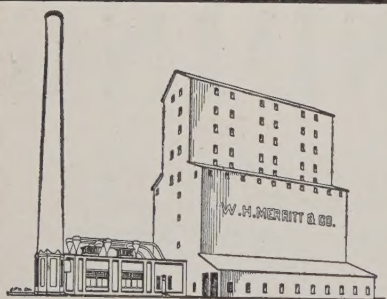
## HONSTAIN, BIRD &amp; CO.

Builders of

GRAIN  
Elevators

307 South  
Third Street,  
Minneapolis,  
MINN.

TELEPHONE NO. 2680 L.



## THE SECKNER CO.,

Designers and  
Builders of

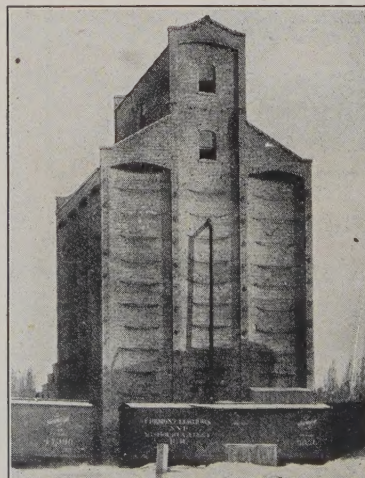
GRAIN ELEVATORS

Contracts taken for all kinds of heavy  
Work. Estimates furnished if desired.  
801 Illinois Bank Bldg., 115 Dearborn St.  
CHICAGO

Wisconsin Graphite  
PAINTPerfectly protects  
metal work ofGRAIN  
ELEVATORS

From corrosion for years. Write us for  
information as to its covering capacity.

WISCONSIN GRAPHITE CO.  
Box 38, North Side, Pittsburg.



## S. H. TROMANHAUSER,

Designer and Builder

Grain Elevators

FIREPROOF BRICK CON-  
STRUCTION A SPECIALTY

Country or Terminal Elevators in  
Any Design or Capacity.

WRITE FOR PLANS AND ESTIMATES.

805-6 Phoenix Building,  
MINNEAPOLIS, - - - MINN.



## GRAIN ELEVATOR BUILDERS.

### E. Lee Heidenreich,

541 ROOKERY, CHICAGO  
DESIGNER AND BUILDER  
OF GRAIN ELEVATORS  
MONIER CEMENT TANKS A SPECIALTY

### Macdonald Engineering Co.,

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS  
Monadnock Bldg. CHICAGO, ILL.

### John S. Metcalf Co.

ELEVATOR  
BUILDERS  
804 THE TEMPLE  
Plans and Specifications a Specialty. CHICAGO

### WE BUILD

Nothing but first-  
class, modern  
country elevators.  
G. T. BURRELL & CO.  
Monadnock Block, CHICAGO, ILL.

We have built this season fourteen first-  
class, modern  
country elevators **IN ILLINOIS**

### IF YOU INTEND TO BUILD A GRAIN ELEVATOR

You will profit by examining my plans of con-  
veniently arranged houses. I study to econo-  
mize space, labor and power. Complete eleva-  
tors of any capacity built under one contract.  
M. J. TRAVIS, WICHITA, KAN.

## FIREPROOF STORAGE

Does away with the fire hazard and pays for itself  
by saving insurance premiums.

We build Grain Elevators of every description.

## BARNETT & RECORD CO.

MINNEAPOLIS, MINN.

## E. A. BRYAN CO.,

DESIGNER AND BUILDER OF

## Steel Grain Elevators and Steel Storage Tanks

of Every Description

WRITE FOR ESTIMATES

414 First National Bank Bldg. - - - CHICAGO, ILL.

### G. T. HONSTAIN,

Successor to Honstain Bros.  
Contractor and Bullder of  
GRAIN ELEVATORS  
313 THIRD STREET, SOUTH,  
MINNEAPOLIS, MINN.

### L. O. HICKOK

517 Guaranty Loan Bldg., Minneapolis, Minn.  
BUILDER OF UP-TO-DATE  
GRAIN ELEVATORS  
Thirty years' experience. Get my estimates.

### FRED GROTENRATH,

111 W. WATER ST., MILWAUKEE, WIS.  
Designer and Builder of Grain Elevators.  
Plans, Specifications and Estimates furnished  
on short notice.  
Write for prices on Grain Elevator  
Machinery and Supplies.

### Rubber Elevator Belting

The Best, Made by  
Boston Woven Hose & Rubber Co.  
185-187 Lake St., CHICAGO

## Steel Storage & Elevator Construction Co.

BUILDERS OF

## Fire Proof Steel Grain Elevators

BUFFALO, NEW YORK

Send for illustrated catalog on fire proof steel grain elevators.

## MODERN POWER TRANSMISSION ENGINEERING

exemplified with typical installations in each issue of

## Power and Transmission

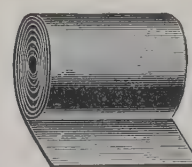
(American Edition — English Edition)

Of special interest to those contemplating mill or factory improvements.  
Sample copy free. Address.

THE DODGE MANUFACTURING CO., MISHAWAKA, IND., U.S.A.  
MANUFACTURING ENGINEERS.

BRANCHES — Boston; New York; Chicago; Cincinnati; Atlanta; London, Eng.

## BELTING



FOR  
CONVEYORS  
AND  
ELEVATORS  
ALSO  
Fire Hose,  
Packing, etc.

We furnished the belting for the Pioneer  
Steel Elevator Let us figure with you.  
GUTTA PERCHA & RUBBER MFG. CO.,  
96-98 LAKE ST., CHICAGO.  
BROWN & MILLER, Managers.



## GRAIN ELEVATOR SUPPLIES.

Grain  
Elevator  
MachineryENGINES  
BOILERS  
AND  
SUPPLIES

Write for Estimates.

DES MOINES MFG. &  
SUPPLY CO., 101 E. Court Av.  
DES MOINES, IA.

## Link-Belt Supply Co.

MINNEAPOLIS, MINN.

## Complete Elevator Outfits a Specialty

We Manufacture

Pulleys, Shafting, Boxes, Horse Powers,  
Buckets, Conveyors, Etc.

P R O M P T D E L I V E R I E S

GRAIN  
ELEVATOR  
MACHINERYCleaning Machinery  
Corn Shellers and Cleaners  
Trippers, Car Pullers  
Belt Conveyors  
Power Grain ShovelsELEVATOR SUPPLIES  
Belting, Buckets, Heads and Boots,  
Conveyors, Scales, Etc.

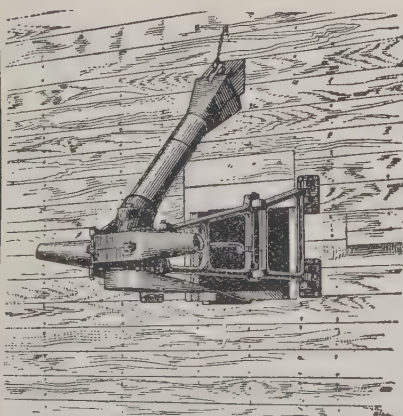
GREAT WESTERN MFG. CO.

General Office and Factory,  
LEAVENWORTH, KANS.

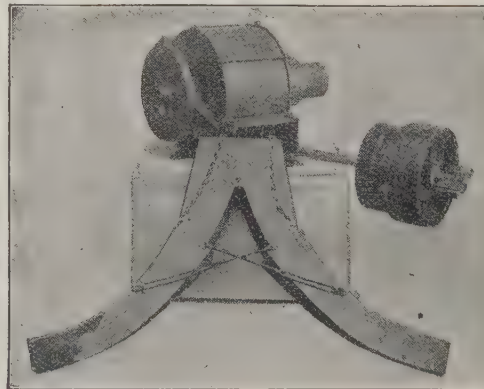
Send for Catalog No. 40

Warehouse and Salesroom,  
KANSAS CITY, MO.ELEVATOR  
MACHINERYGAS AND STEAM ENGINES,  
BOILERS AND SUPPLIES.

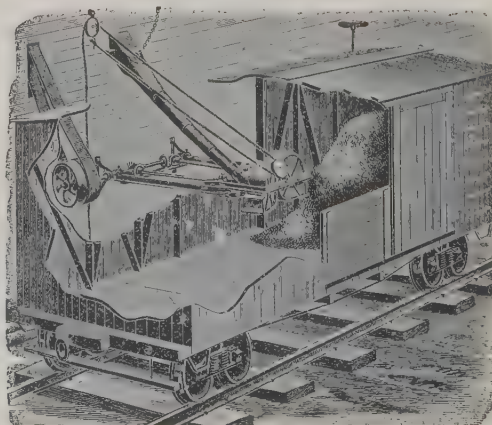
WRITE FOR ESTIMATES.

H. L. THORNBURGH & CO.  
245-7 S. JEFFERSON ST.  
CHICAGO, ILL.Improved Ideal  
Car Loader

Manufactured at Allenville, Ill. Loads any size car from end to end and full to the roof with but very little power. Does not crack grain. Does not blow the grain, thus sorting the light and heavy and causing off grades. Pays for itself in a short time. Hundreds in use giving universal satisfaction. Can we interest you by saving you money? Sold subject to 30 days' trial at your elevator. Write for catalog giving full particulars.

The Ideal Car Loader Co.,  
ALLENVILLE, ILL.BOSS  
CAR LOADERSLOAD MORE GRAIN, IN LESS  
TIME AND WITH LESS POWER,  
THAN ANY OTHER LOADER MADELoads both ends of car  
at once. Sold on a  
positive Guarantee.MAROA MFG. CO.  
MAROA, ILL.

## The Champion Car Loader

Will fill each end of the car at  
the same time.Has a capacity of 6,000 to 9,000  
bushels per hour.

A perfect success.

Write the inventor and pioneer  
manufacturer of the rotary  
car loaders, for full particu-  
lars.

Manufactured by

E. H. REYNOLDS,  
STERLING, ILL.



## GRAIN ELEVATOR SUPPLIES.

### A GRAIN SPOUT

That will load cars without shoveling.

It is worth its weight in gold.

It will save you in labor all it costs in less than a month.

Send for Prices to

H. SANDMEYER & CO., Peoria, Ill.



### HAD GOOD RESULTS,

Siebens Bros., Buckley, Ill.: "Discontinue our adv., as we have sold the engine. Have had many inquiries."

### THE GERBER IMPROVED DISTRIBUTING SPOUTS

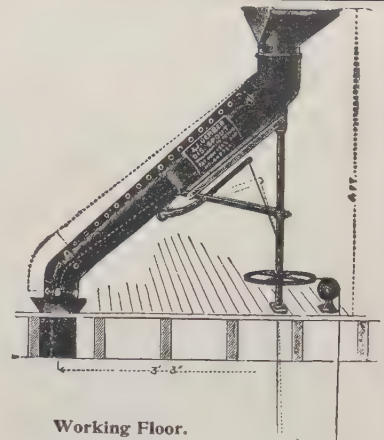
Are in good demand this season,—try one and you will have no other.

Patented May 15, 1900, Feb. 18, 1902.  
Beware of Infringement.

Elevator Spouting a Specialty

JAMES J. GERBER

MINNEAPOLIS, - - MINNESOTA



Working Floor.

### Building and Repairing of Elevators

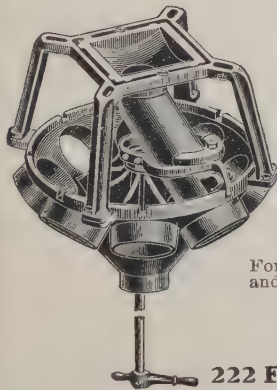
is the SUBJECT of IMPORTANCE with the GRAIN DEALER at this season of the year. The COST and MAINTENANCE of either is materially reduced by the installation and use of the

*Hall Automatic Overflow  
Signalling Grain Distributor*

For proof write for our new "BOOKLET B" and Circular mailed upon application.

HALL DISTRIBUTOR CO.,

222 First National Bank Bldg. OMAHA, NEB.



### Cental Prices

.. REDUCED TO ..

### Bushel Prices.

The equivalent of any cental price from 30 to 60 cents per 100 pounds in prices for bushels of 68, 70, 72 and 74 pounds is shown by this table, which is well printed from bold face type, on good bristle board.

Any dealer can obtain a copy for 25 cents. Price to JOURNAL subscribers, 6 cents.

GRAIN DEALERS JOURNAL

255 La Salle St.

CHICAGO, ILL.

### ELEVATOR SUPPLIES

OF ALL KINDS.

GASOLINE ENGINES,  
STEAM ENGINES  
AND BOILERS.

Boiler and Machine Shops.

GLOBE MACHINERY & SUPPLY CO. 414 to 418 W. Court Ave. DES MOINES, IA.



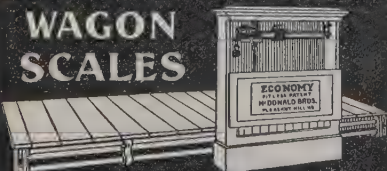
### K. C. MFG. & SUPPLY CO.

ELEVATOR SUPPLIES OF ALL KINDS.

427-431 W. 5th St. KANSAS CITY, MO.



### ECONOMY PITLESS WAGON SCALES



STEEL JOISTS, METAL FRAME.  
NO PIT REQUIRED.

McDONALD BROS., PLEASANT HILL, MO.

### GRAIN TABLES FOR CAR LOADS

Clark's Grain Tables for Car Loads, so extensively used for reducing pounds to bushels have been extended to cover the largest car loads. The book now contains 28 pages of tables as follows:

OATS (32 lbs.) six tables, 20,000 to 86,000 lbs.  
CORN (56 lbs.) eight tables, 20,000 to 108,000 lbs.  
WHEAT (60 lbs.) eight tables, 20,000 to 108,000.  
BARLEY (48 lbs.) six tables, 20,000 to 86,000 lbs.

The number of bushels in any weight of grain, within the numbers specified above are given in bold-faced type. The tables are printed in two colors on good paper. By their use all reductions are avoided and errors are prevented.

PRICE, \$1.50. Address.

GRAIN DEALERS COMPANY,  
10 Pacific Ave., Chicago, Ill.

### STANDARD SCALES

Warehouse, Elevator,  
Railroad, Farm, Special.

HICKMAN SCALE MFG. CO.

224 East First Street  
Des Moines, Iowa.

All Kinds Rebuilt and Repaired Promptly.

MUTUAL 'PHONE EAST 177.



# GRAIN ELEVATOR MACHINERY

OF THE MOST APPROVED KIND

**SKILLIN & RICHARDS MFG. CO.**

Rope Transmission  
Link Belting  
Sprocket Wheels  
Pulleys, Hangers, Etc.  
Salem Elevator Buckets

Steel Plate Friction Clutches  
Rubber, Leather and Cotton  
Belting  
Spiral and Belt Conveyors  
Elevator Bolts and Washers

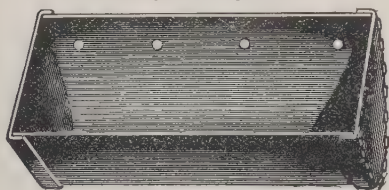
Makers of the **BURRELL ENGINES** For Gas and Gasoline  
Strong and Economical

SEND FOR OUR NO. 2 CATALOG

241-245 S. Jefferson Street  
CHICAGO, ILL.

## ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

**Cleveland Elevator Bucket Co.,**  
Cleveland, Ohio.

## BUSHEL VALUES

Shows at a glance the cost of any number of bushels and fractional pounds from 1 to 1,500 bushels, of any kind of grain from 15, 16 cents, up to \$1.04 per bushel.

Bushels are shown in red figures, and values in black. The price per bushel being given at top of value columns.

It is conveniently arranged and easily understood. Printed on good paper and bound in heavy paper cover. Price 50 Cents. Address

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.

## Vest Pocket Grain Tables

Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000

It is printed in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.

The tables show the following reductions:  
Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.

These tables are bound in tough paper and form a thin book, 2 1/4 in wide by 8 1/4 in. long. Price 50 Cents. Address

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

NOW READY FOR DISTRIBUTION.

**MOTIVE POWER**

**CATALOGUE No 35.**

**POWER TRANSMISSION APPLIANCES**

**ELEVATING AND CONVEYING MACHINERY**

**GRAIN ELEVATOR AND MILL SUPPLIES**

**CORN SHELLERS, GRAIN AND SEED CLEANERS.**

**ENGINEERS, FOUNDERS AND MACHINISTS.**

**MARSEILLES MANUFACTURING COMPANY, MARSEILLES, ILLINOIS, U.S.A.**



## FIRE INSURANCE

**MILL OWNERS  
MUTUAL FIRE INSURANCE CO.**  
Des Moines, Iowa.  
Insures Mills, Elevators, Warehouses and  
Contents. Oldest Flour Mill Mutual  
in America. Saved to Members  
nearly \$1,000,000.  
J. C. SHARP, Secretary, Des Moines, Iowa.

## Reliable Insurance...

on Modern elevators and Contents can be  
secured at about one-half the rates  
charged by stock companies by addressing

**MILLERS NATIONAL INS. CO.**  
205 La Salle Street, CHICAGO, ILL.  
CHARTERED, 1865 ASSETS, \$2,721,893  
NET CASH SURPLUS, \$469,382.27  
W. L. Barnum, Secy.

## INDIANA MILLERS MUTUAL FIRE INSURANCE COMPANY

OF INDIANAPOLIS, IND.

JAN. 1, 1902.  
Gross Premium Notes.....\$697,501.33  
Surplus to Policy Holders..... 697,351.55  
Dividends Paid Policy Holders..... 238,566.84  
Cash Assets..... 119,924.77

**MILLS AND ELEVATORS ONLY  
PURELY MUTUAL**

A liberal policy issued.  
Losses paid when adjusted and NO DIS-  
COUNT demanded. Address,

E. E. PERRY, Secretary.

## Michigan Millers Mutual Fire Insurance Co. of Lansing, Michigan.

**21 Years Successful Business.**

Assets.....\$958,473.31  
Losses Paid..... 718,556.00  
Net Cash Surplus, 214,743.50

**50% DIVIDENDS** 1899  
1900  
1901

Insures Flour Mills, Grain and Elevators.

## FLOATER GRAIN INSURANCE

Special attention to Open Floater Policies  
in the best Stock Companies.  
Insurance follows grain up and down as the  
quantity stored in each house changes. Will AL-  
WAYS have insurance where you have grain.  
Simple, Sure, Economical. Investigate and you  
will find it absolute protection and cheap.  
Business handled anywhere. Write us.  
H. H. LANTZ & CO., DES MOINES, IOWA.  
25 years' experience. Best of references.

THE ENGLISH SUPPLY CO.,

KANSAS CITY, MO.

## Steam Engines and Boilers

Pulleys, Shafting and Hangers.

Rubber, Leather and Canvas Stitched **BELTING.**

## DAMP WHEAT

is dried and made merchant-  
able in the

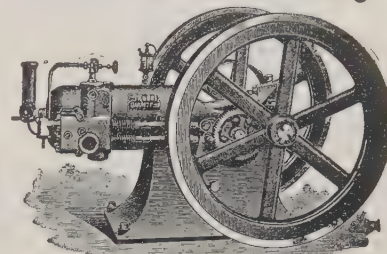
## Hess Pneumatic Grain Drier

cheaper and faster than in any  
other device.

It dries other grains  
just as well.

**Hess Warming & Ventilating Co.**  
707 Tacoma Building  
CHICAGO

## The Model Gas & Gasoline Engine



It always pays to buy the best, the simplest, and the  
one that costs the least to operate and keep in re-  
pair. Write us for guarantee and compare with others.  
MODEL GAS ENGINE CO., Address Box 950, Auburn, Ind.

## FRANKLIN GRAIN RECORD No. 99

is designed especially for use of grain buyers in  
keeping detailed record of grain bot from farmers.  
It is made of good paper and bound in heavy  
manilla cover stock. Size 10½ x 14 inches. Its  
100 ruled pages are numbered and at top of each  
are the following column headings: "Date, Name,  
Driver, Kind of Grain, Gross, Tare, Bushels,  
Total Amount Bushels, Price, Amount, Remark."

PRICE, \$1.00.

**Grain Dealers Company,**  
10 PACIFIC AVE., CHICAGO, ILL.

THERE ARE MORE

# PAINE-ELLIS GRAIN DRIERS

in operation on this continent than all others combined.

**WHY?** Because they are the only machines that will handle  
with equal facility grain containing 50 per cent.  
moisture to that simply damp and musty.

These Machines will operate successfully and rapidly at a temper-  
ature as low as 110 degrees. Practical millers and elevator men will  
appreciate this.

**IT IS ONE THING TO KILN DRY AND  
ANOTHER TO PUT EVERY KERNEL OF  
GRAIN INTO ITS NORMAL CONDITION  
BY NATURE'S OWN METHOD. WE  
CAN DO IT.**

For particulars, address

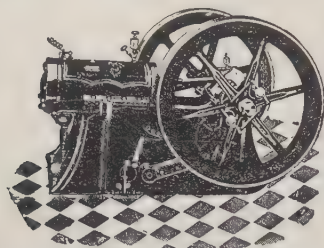
## THE PAINE-ELLIS GRAIN DRIER CO.

53 Chamber of Commerce  
MILWAUKEE, WIS.



## POWER FOR GRAIN ELEVATORS.

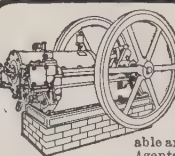
Power for Every Class of Work.



The Waterloo Gasoline Engine Co. Waterloo, Ia.

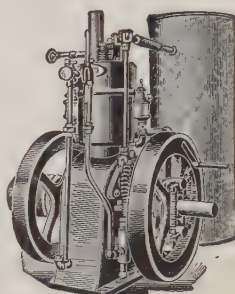
Branch Houses: David Bradley & Co.,  
Council Bluffs, Iowa; Bradley, Clark &  
Co., Minneapolis, Minn.


**PEERLESS**  
**GASOLINE ENGINES**  
2 to 60 H. P. Single and Double.  
NORTHERN ENGINEERING WORKS.  
31 Chene St., DETROIT, MICH.



**Lambert Engine**  
Gas or Gasoline.  
No long shut-down for repairs  
with this engine. Simple, strong  
and economical. Improved cyl-  
inder head insures reliability.  
Cleans easily; cools quickly. No  
trouble in regulating speed. Port-  
able and stationary. Strong guarantee.  
Agents wanted. Write for catalogue.  
R Lambert Gas and Gasoline Engine Co., Anderson, Ind.

MARINE BOILER WORKS.  
**THE MERTES-MILLER CO.,**  
Manufacturers of  
Steam Boilers, Gasoline and Oil Tanks  
Dealers in Second-Hand Machinery.  
All Kinds of Sheet-Iron Work.  
239-241 Lake St., MILWAUKEE.  
Telephone, South 186.



**OUR**  
**"FARM HAND"**  
**GASOLINE**  
**ENGINES**

are sweeping every-  
thing. Simplest. Best.  
Prices are right. Ask  
for special price on  
first engine in locality.

**Ellington Mfg. Co.**  
20th Street,  
QUINCY, ILL.  
Live Agents are Mak-  
ing Good Money.

## HOWE SCALES AND HOWE ENGINES

Can you get anything better?

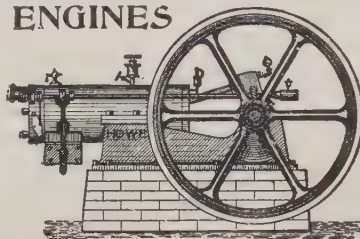
Can you get anything as good?

INVESTIGATION WILL DETERMINE.

Grain Testers, Grain Scoops, Bag Holders, Car  
Starters, Conveying and Elevating Machinery.

CATALOGS.

The Ball-Bearing Scale.



1 to 60 H. P.

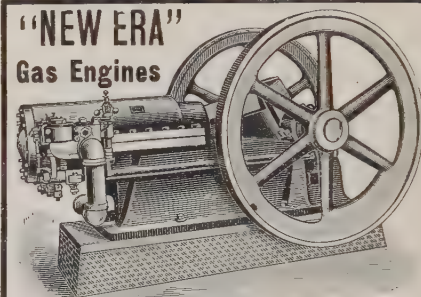
Wagon, Dump, Hopper  
and Grain Scales.

Double or Compound Beams

Steel Frames.

St. Louis, Kansas City,  
Minneapolis, Cleveland.**Borden & Selleck Co., Chicago, Ill.**

**"NEW ERA"**  
**Gas Engines**

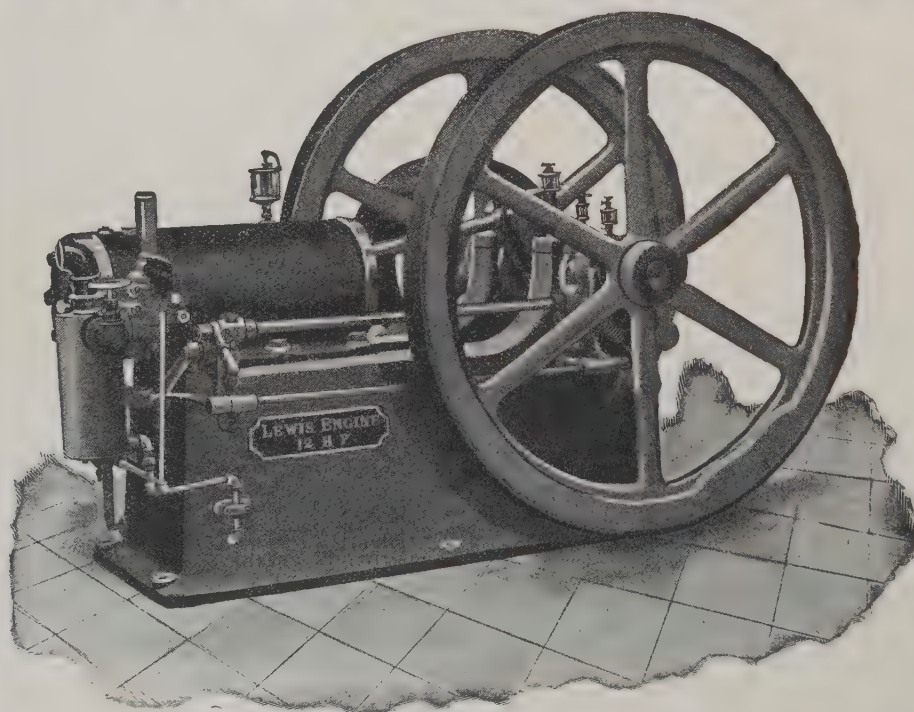


For Gas or Gasoline.

Sizes 5 to 80 H. P.

**NEW ERA IRON WORKS,**  
86 Dale Avenue, DAYTON, OHIO, U. S. A.

## GRAIN DEALERS ATTENTION



**THIS**  
**Is the Engine**

that takes the prize in  
competition with

**THE WORLD**

on Gasoline Engines.  
Our judges are the

**Wide Awake Public**

who know a good thing  
when they see it ☺ ☺

THE PEOPLE who  
use gasoline have long  
ago become convinced  
there is no Engine  
equal to

**THE LEWIS**

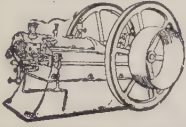
for  
**SMOOTH RUNNING,**  
**DURABILITY and**  
**GENERAL**  
**RELIABILITY**

**J. THOMPSON & SONS MFG. CO., Beloit, Wis.**



## POWER FOR GRAIN ELEVATORS.

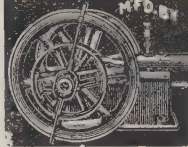
### THE BAUER GASOLINE ENGINE



Is better adapted to the needs of the grain elevator man than any other.

WRITE FOR DESCRIPTION.  
Bauer Machine Works,  
Kansas City, Mo.

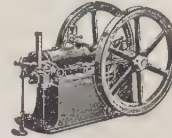
### LENNOX GAS ENGINE



MFG. BY LENNOX MACH. CO.  
MARSHALLTOWN, IA.  
WRITE FOR CATALOGUE

of Elevator Engines.

### BRUNNER ELEVATOR ENGINE FOR GRAIN ELEVATORS.

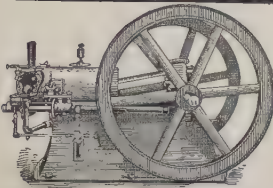


From 1 to 30 H. P.  
Write for descriptive circular.  
CHARLES BRUNNER, Mfr.,  
Peru, Ill.

### Burger Automatic Gasoline Engines are Perfect

in mechanical construction, so when buying one for your elevator don't stop short of the best. Write us today.

WOOLLEY FOUNDRY AND MACHINE CO.  
ANDERSON, IND.



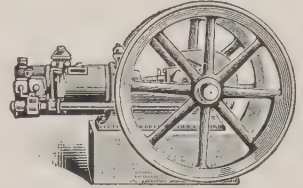
### Gasoline Engines

Especially adapted for elevator use.  
Fremont Foundry & Machine Co.,  
Fremont, Neb.

**The Careful** and Thorough Test Given Every OTTO Engine would not alone have placed it in the high position it holds had not correct design, best materials and skilled workmanship preceded the test.

The buyer's interests are safeguarded during every step of the engine's progress through the shops by the watchful care of men who have made gas engineering their life study. For twenty-six years our entire energy has been devoted to the perfecting of the OTTO, and our entire plant (covering a city block) has been used solely for its manufacture.

Verily the OTTO deserves the proud position it holds.



### THE OTTO GAS ENGINE WORKS,

Chicago Representative, T. W. SNOW, 360 Dearborn St.

PHILADELPHIA, PA.

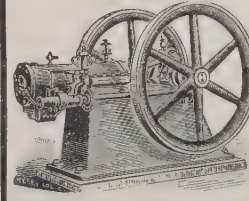
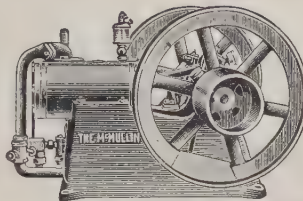
### THE CHEAPEST POWER PLANT ON EARTH

Is the Gasoline Engine. Learn something to your advantage about

### McMullin Engines

by writing us. Catalog and prices on application.

McMullin Motive-Power and Construction Co.  
404 Royal Insurance Bldg., CHICAGO.



### THE Columbus Gas and Gasoline Engines.

Simple, effective, easily started and adjusted.

Columbus Machine Co.  
COLUMBUS, OHIO.  
Send for Catalog No. 39

# "COLUMBIA" Leads All Nations

## Gasoline Engines

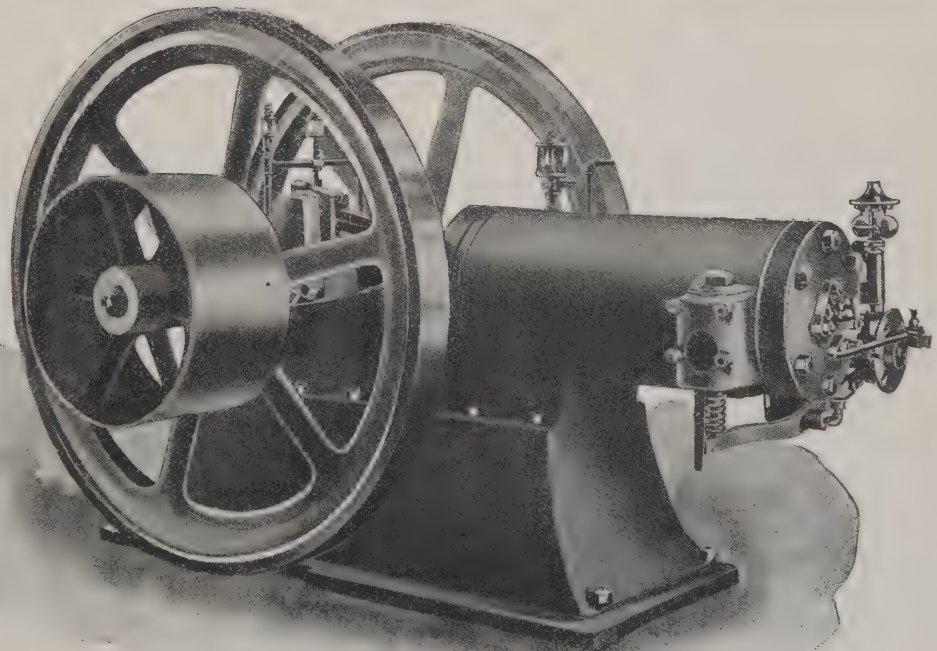
LEAD  
ALL  
OTHER  
ENGINES



Guaranteed Reliable as  
Steam



Simple  
Economical  
Durable



E. L. GATES MFG. CO.,

15 West Madison Street  
CHICAGO, ILL.



# The CLIPPER

Stands without an equal for the economical and successful cleaning of all kinds of Grain, Flax, Timothy, Clover and all fine seeds, also for Beans, Peas and Corn.

Our machines require a small amount of power, and the quality of their separations have not yet been equaled by any Cleaner.

## A TESTIMONIAL.

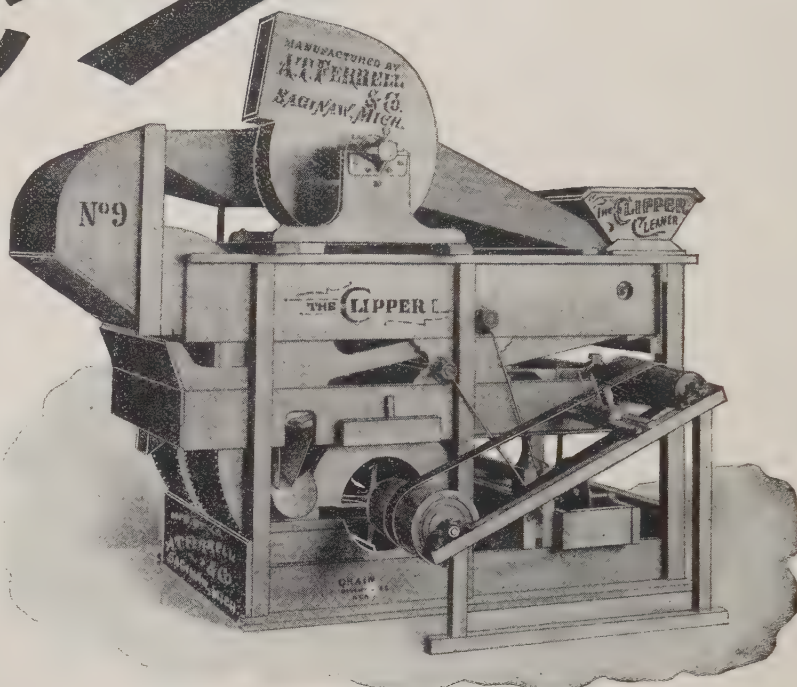
Chicago, May 3, 1902.  
A. T. FERRELL & COMPANY,  
Saginaw, Mich.

Gentlemen:—We have your favor of the 2d inst. regarding the four Special No. 9 Traveling Brush Cleaners, which we purchased from you last year. Will say that these machines are giving very good satisfaction and we are very much pleased with them.

Yours truly,  
(Signed) ARMOUR GRAIN COMPANY.

Our Sample Plate of perforations mailed upon request. Write for catalog.

**A. T. Ferrell & Co.,**  
SAGINAW, MICH.



No. 9 Special Cleaner with Traveling Brushes, Special Air Controller and Dustless Attachment.

For

**STRENGTH  
DURABILITY &  
ECONOMY**

## CARTON CONVEYOR BELTS

Have no equal for Conveying or power transmission.

Catalogue and prices for the asking.

The Carton Belting Company,  
Allston District,  
Boston, Mass.

## DO YOU WANT

The grain trade news? Then subscribe for the GRAIN DEALERS JOURNAL, which is published on the 10th and 25th of each month by the Grain Dealers Company, at 10 Pacific Avenue, Chicago, for \$1.00 per year.

## Cifer Codes

USE A GOOD TELEGRAPH CIPHER CODE:: PREVENT ERRORS, REDUCE THE COST OF SENDING MESSAGES AND PREVENT CONTENTS BECOMING KNOWN TO AGENTS:::

ROBINSON'S TELEGRAPH CIPHER CODE is used more extensively by the grain trade than all others combined. Well arranged. Compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00; cloth, \$1.50.

A, B, C, INTERNATIONAL CODE is used more extensively in international trade than any other. Bound in cloth, 480 pages. American Edition, \$5.00.

BALTIMORE EXPORT CABLE CODE, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 152 pages. Price, \$8.00.

COMPANION CABLE CODE, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.

JENNING'S NEW ENGLAND TELEGRAPH CIPHER AND DIRECTORY. Bound in morocco, \$3.00.

STEWART'S INTERNATIONAL CODE. By means of which any number from 1 to 1,000,000 can be expressed by a single word of not more than ten letters. Bound in paper, 22 pages. 25 cents.

UNITED STATES CIPHER CODE. Bound in cloth, 136 pages. price, 3.00.

For any of the above, address

**GRAIN DEALERS CO.**  
10 PACIFIC AVENUE, CHICAGO, ILL.



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## ELEVATORS FOR SALE.

ONE elevator that is a money-maker sure. W. A. Thompson, Attica, Ind.

TEN THOUSAND-bushel house; large territory, good prospects for crop. Is snap if taken quick. Box 53, Logan, Ia.

TWO good elevators in central Illinois grain belt for sale. Address Postmaster, Lodge, Ill.

ILLINOIS elevator at sacrifice or exchange for real estate; must be sold. W. L. Cadle, 440 Canal-st., Chicago.

A SMALL combination line of lumber, grain elevator and implement business. Address Box 543, Sioux City, Ia.

A GOOD elevator and coal and machinery business for sale at Artesian, S. D. Address A. R. T., box 8, care Grain Dealers Journal, Chicago.

TWO elevators at Bellflower and Kumler, McLean Co., Ill., on Illinois Central, for sale. Address Bateman & Noble Bros., Bellflower, Ill.

ELEVATOR in good grain town in west O., 25,000-bu. cap.; gas engine, shell-er, all modern machinery. S., box 8, care Grain Dealers Journal, Chicago.

IOWA 20,000-bu. elevator in good town; steam power, roller and burr mill; machinery business in connection. Address R. R. Smith, Traer, Ia.

ELEVATOR in one of the best towns of Indiana. Crop prospect never better. Good reasons for selling. Address B. P., box 11, care Grain Dealers Journal, Chicago.

HAY OR GRAIN location is offered at Remington and Wolcott, Ind., where I have for sale three hay barns at a bargain. Write Good Chance, 72 Traders bldg., Chicago, Ill.

ELEVATOR in northeastern Kansas for sale. Both wheat and corn territory; only elevator in the town; 20,000 capacity; price, \$3,000. Address John G. West, Topeka, Kan.

THE Benson & Bradford Elevator, at Colfax, McLean Co., for sale. Capacity, 45,000; good machinery, good order. Fine opening. Call, or address John L. Langstaff, Lexington, Ill.

ELEVATORS at a few good points for sale; at Virden, Cantrall, Athens, Bates, Loami, Curran, New Berlin, Island Grove, Dawson, all in Illinois. Also at Arapahoe, Neb. Ask for particulars. E. R. Ulrich & Sons, Springfield, Ill.

ON ACCOUNT of poor health, I offer my 22,000-cap. elevator for sale at a bargain. Never handle less than 100,000 annually. Located in Lac qui Parle Co., Minn., crop failure unknown. Address Ship, box 6, care Grain Dealers Journal, Chicago.

A NEW elevator, built within a year in Indiana on the Wabash, in a good large territory. Crops are pretty nearly perfect. Handles wheat, corn, oats and rye. Owing to the death of the owner it must be sold. It is a strictly first class point. Address P. O. box 12, care Grain Dealers Journal, Chicago.

## ELEVATORS FOR SALE.

FOR SALE—Four good elevators in Illinois. All are money-makers. Address Aaron Smick, Decatur, Ill.

ELEVATOR and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bu.; gasoline engine and dump. Good opening for right man. For particulars inquire of N. H. Halderman, Mt. Carroll, Ill.

FORTY thousand-bu. elevator in the corn belt, for sale. In good repair; new 12-h. p. Fairbanks Gas Engine; 5 town lots; office; scales; corn crib; coal house, and residence in good business town with good school and church. C. H. Whitaker & Son, Ellsworth, McLean Co., Ill.

ELEVATOR located on H. & D. Division of C. M. & St. P. Ry., 70 miles west of Minneapolis, for sale. Capacity 14,000. Gasoline engine; also good machine house. This is well located, large territory well settled; price, \$2,500. Apply Geo. C. Harper, 418 Corn Exchange building, Minneapolis, Minn.

FOR SALE OR EXCHANGE for land; good elevator and business. Elevator cap. 10,000; feed and meal mill attached; handle livestock, hay, grain, wool, field seeds, salt, R. R. ties. Good retail trade. Good crop prospects; no competition. Wish to retire. C. N., box 10, care Grain Dealers Journal, Chicago.

INDIANA elevator for sale, on the Wabash R. R.; capacity of 30,000 bu.; 40 horse steam power; 4 stands elevators; 3 dumps; Western Sheller and Cleaner; all in good repair. Handles 360 cars grain annually; grain bought with good margin. Price, \$8,000 cash; no trades considered. Good reasons for selling. Address Lock Box 216, West Lebanon, Ind.

ON account of failing health, we offer our elevators for sale; can give possession at once. Walton house, 40,000 capacity, rebuilt last year, steam power, 3 stands elevators, 2 Constants Dumps, slate roof; competition. Onward house, 10,000 bu. capacity, rebuilt this spring; one overhead dump; 1 stand elevators, iron roof. Both on railroad ground. Price for both, \$8,500. Owen Hurd & Son, Walton, Ind.

## MISCELLANEOUS FOR SALE.

GRAIN & HAY business for sale. Best location. Many years established. Nearly all spot cash trade. Good reasons for selling. P. O. box 3113, Boston, Mass.

CORN CRIB VENTILATORS, adjustable, fit any crib, reduce liability of deterioration to a minimum, the invention of N. S. Beale, Tama, Iowa. Write for particulars.

ILLINOIS & MICH. farms for sale to settle up an estate; terms ½ cash; Medora, Ill., 120 acres, \$60. Shipman, Ill., 196 acres, \$40. Osceola Co., Mich., 240 acres, \$5. E. R. Ulrich & Sons, Springfield, Ill.

BOILERS; engines; pumps; heaters; corn shellers; warehouse cleaners; belting; buckets; transmitting machinery; complete elevator outfits. Correspondence solicited. Pittsburg Steel Shafting Co., Toledo, Ohio.

## ELEVATORS WANTED.

WANTED TO BUY: 3 to 5 elevators, doing good business, in northwestern Iowa or southeastern So. Dak. Address N. T., care Merchants National Bank, Sioux City, Iowa.

WANTED to buy good country elevators in western Ohio, Indiana, or Illinois. Please give full particulars. Address G., box 11, care Grain Dealers Journal, Chicago.

WANTED to buy or exchange, good Neb. land for one or two good elevators, that will handle at least 100,000 bu. annually. Can handle stock in connection. Kreitman Bros., Omaha, Neb.

EXCHANGE for good elevator in s. e. So. Dak., or n. w. Iowa, ½ sec. good land in S. D.; also ¼ sec. timber land in Clatsop Co., Ore. Address Lock Box 66, Tyndall, S. D.

WANTED, to buy or lease, an elevator that the yearly business amounts to 150,000 to 250,000 bu.; capacity 10,000 to 25,000. Location Ind. or Ohio. McFarland & Losch, Saratoga, Ind.

IF you want to sell your elevator, advertise it in the "Elevators for Sale" column of the Grain Dealers Journal. This will place your property before all probable buyers and insure your getting a good price for it.

ELEVATORS WANTED. If you wish to sell or lease your elevator, list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. Elevator Agency, 72 Traders bldg., Chicago, Ill.

## ELEVATORS FOR RENT.

FOR SALE OR RENT, if taken soon, the Mercer Elevator, capacity 35,000 bu., crop failure unknown, excellent prospects. Hay barn if you wish. Profits on twine, coal and stone pay interest or rent. C. W. Halfhill, Mercer, O.

## GRAIN FOR SALE.

WHITE WHEAT in carloads, if needing write Sam Williamson, Salt Lake City, Utah. Address telegrams "Williamson," Salt Lake City, Utah.

COW PEAS for sale. There is no crop sown that will produce more tons of feed suitable for all kinds of farm live stock than cow or stock peas and in addition they are worth cost as a fertilizer to the soil. Send for our circular "Forage." W. H. Small & Co., Evansville, Ind.

## GRAIN WANTED.

CORN ACCOUNT of first-class, wanted by Maine merchant, who could do such an account good. Address M., box 12, care Grain Dealers Journal, Chicago.

## SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.: "Please discontinue my advertisement in the Grain Dealers Journal, as I have sold my engine thru the ad., and could have sold one-half dozen engines if I had them."



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## ENGINES FOR SALE.

STEAM portable engine of 12-h. p. For condition and price write to Rhinehart Smith, Sidney, O.

SECONDHAND GAS and gasoline engines bought, sold or exchanged. J. M. Johnston, 217 Lake st., Chicago.

GOOD second-hand steam engine, for sale, good condition; 15-h. p. C. P., box 12, care Grain Dealers Journal, Chicago.

STEAM, 25-h. p. engine, in good shape; for sale cheap. Address Eschenburg & Dalton, 169 Jackson-st., Chicago.

SECOND-HAND Lewis gas or gasoline engine, No. 15, 20-h. p. in good shape. Rider Grain Co., Kentland, Ind.

FOR SALE.—Replaced with larger engine. Buckeye Automatic 9x14 in good condition. Bourbon Ele. & Milling Co., Bourbon, Ind.

THREE 6-h. p. Bauer gaso. engines, \$200, \$240, \$250, in A1 condition, the last used only 60 days. Bauer Mch. Wks., Kansas City, Mo. Catalog free.

ONE second-hand tubular boiler, 16 ft. by 52 in.; 20-ft. smokestack, 24 in. diam. Price, \$100, f. o. b. cars, Kempton. M. J. Lee & Son, Kempton, Ind.

TWENTY gasoline engines for sale, 6 Ottos, 2 Fairbanks-Morse, 12 Dayton. Write for catalog 326. Chicago House Wrecking Co., West 35th and Iron sts., Chicago.

CENTER CRANK ENGINE for sale; 14x16; manufactured by the Erie City Iron Works; rated at 70 h.p.; used about 4 years; in first-class condition. Inquire Iron Elevator & Transfer Co., Buffalo, N. Y.

SECOND-HAND gasoline engines cheap; 30-h.p. Webster, \$600; 12-h.p. Fairbanks-Morse, \$350; 15-h.p. Chicago, \$375; 7½-h.p. Fairbanks-Morse, \$275; 4-h.p. Fairbanks-Morse, \$190; 6½-h.p. Webster, \$250; new 16-h.p. Dayton, \$550; f. o. b. cars Chicago. A. H. McDonald, 36 W. Randolph-st., Chicago.

FOR SALE.—Secondhand gasoline engines, 1 to 50 h. p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

ONE 12-h. p. Ideal Balance Valve Horizontal Steam Engine, 7 in. bore, 10 in. stroke, weight 1,800 lbs., complete with lubricators. Price, \$140. One h. p. horizontal steam engine, center crank, 6 in. bore, 8 in. stroke, weight 700 lbs., complete with lubricators. Price, \$100. J. Thompson & Sons Mfg. Co., Beloit, Wis.

ONE 9x14 40-h. p. Atlas Automatic Side Crank Engine and one 40-h. p. portable boiler on skids, with 48 3-inch tubes, 22x44 foot stack. This plant has been used carefully for three years and is in first-class condition. May be seen running until June 25th. Address for particulars, Pittsburg Steel Shafting Co., Toledo, Ohio.

## ENGINES FOR SALE.

GASOLINE engines for sale: 25-h. p. Charter, 12-h.p. Charter, 6-h.p. Charter, 17-h.p. New Era, 10-h.p. Otto, 8-h.p. Pierce, 4-h.p. Pease, 3-h.p. White; No. 1 Willford 3-roller Mill, No. 2 Willford 3-roller Mill; 4-roller Mill; 2-h.p. marine engine and boiler; 7x10 steam engine and 20-h.p. boiler; 35-h.p. steam engine and 60-h.p. boiler. C. D. Holbrook & Co., Minneapolis, Minn.

ONE 34-h. p. Fairbanks gasoline engine, practically new, \$600; one 28-h. p. Fairbank's gasoline engine, \$500; one 18-h. p. Olds' gasoline engine, \$375; one 15-h. p. Olds' gasoline engine, \$325; one 15-h. p. Webster gasoline engine, \$425; one 12-h. p. Webster gasoline engine, \$400; one 10-h. p. Webster gasoline engine, \$375. The Webster engines are the latest improved. For sale by Allen P. Ely & Co., Omaha.

## ENGINES FOR SALE.

17 & 29x22 stroke, Williams Auto. Tandem Compound.

16x42 Reynolds Corliss, r. h., with heater and boiler feed pump.

12x24 slide valve.  
5¼x10, two-cylinder, belt driven Deane Pump.

7½-h. p. Otto Gasoline.  
15-h. p. vertical gasoline.  
W. S. McKinney & Co., 204 Dearborn-st., Chicago.

## ENGINES WANTED

WANTED to buy a good secondhand 12 or 14-h. p. gasoline engine. Address J. F. Disher, Mendon, Mercer Co., Ohio.

## STEEL ROOFING



Strictly new, perfect, Semi-Hardened Steel Sheets, 2 feet wide, 6 feet long. The best Roofing, Siding or Ceiling you can use. No experience necessary to lay it. An ordinary hammer or hatchet the only tools you need. We furnish free with each order sufficient paint and nails. Comes either flat, corrugated or "V" crimped. Delivered free of all charges at the following prices

TO ALL POINTS IN

INDIANA, ILLINOIS, WISCONSIN, MICHIGAN, OHIO, IOWA, WEST VIRGINIA, Per Square, \$2.35.	PENNSYLVANIA, NEW YORK, NEW JERSEY, MARYLAND, KENTUCKY, MISSOURI, MINNESOTA, Per Square, \$2.50.
--	--

Prices on other States on application.  
A square means 100 square feet. Write for free catalogue No. 326  
CHICAGO HOUSE WRECKING CO., W. 35th and Iron Sts., Chicago

## SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

**GRAIN DEALERS' JOURNAL**

OF CHICAGO.  
COSTS 15 CENTS PER LINE.

## MACHINES FOR SALE.

ONE L No. 1 Scientific Feed Mill, good as new, for sale cheap. Box 48, Cedarville, O.

No. 4 Bowsher Grinder with elevator, for sale at a bargain. New. R. E. Hardy, 1601 Military-st., Port Huron, Mich.

TWO SMITH LIFT DUMPS for sale, almost new. Price reasonable. Mattoon Elevator Co., Mattoon, Ill.

A CORN, oats and wheat cleaner of large capacity; a bargain; 10 days' trial. B. S. Constant Co., Bloomington, Ill.

METCALF Bifurcated Car-Loaders for sale; bargain, secondhand. T. V., box 6, care Grain Dealers Journal, Chicago.

ONE No. 5 Eureka Oat Clipper for sale. Never been run but little; as good as new. Box 17, Cerro Gordo, Ill.

CAR MOVERS, double clutch, best on the market, sent on thirty days' trial. Address Pittsburg Steel Shafting Co., Toledo, Ohio.

A GOOD FEED MILL for sale at a reasonable price. It is in fine condition. Address Eschenburg & Dalton, 169 Jackson-st., Chicago.

SHELLERS, CLEANERS & CLIPPERS of different makes; second-hand, good condition; at low prices. Address A. S. Garman & Sons, Akron, O.

ONE No. 4½ Combined Western Corn Sheller; 1 No. 3 Dickey Cleaner; 1 Marquis Corn Feeder. For condition and price write to Rhinehart Smith, Sidney, Ohio.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

OAT CLIPPER for sale, No. 9, latest improved Monitor, never been run. Or exchange for feed mill with capacity of 5 to 7,000 lbs. per hour. Address Clipper, box 7, care Grain Dealers Journal, Chicago.

ABOUT 150-ft. Jeffrey Chain Conveyor, suitable for an ear corn drag or for conveying small grain either from dump or from storage bins. For further particulars and price write to Churchill & Co., Buffalo, N. Y.

FOR SALE.—Two, latest model, Eureka Oat Clippers of 1,500 bushels capacity, each, per hour; also one Barnard & Leas, latest model, Oat Clipper, same capacity. Address D. Rothschild Grain Co., Davenport, Iowa.

OAT CLIPPERS for sale at half price of new; two B. & L. 1,000-bushel clippers, replaced by machines of larger capacity, same make. Used one season; in good condition. Address C. G. M., box 12, care Grain Dealers Journal, Chicago.

## RECEIVERS

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS' JOURNAL.



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## SITUATIONS WANTED.

WANT position to run elevator. Experienced. Wm. C. McDermott, Fenton, Ia.

POSITION wanted. Have had seven years' experience in the grain and coal business. Good reference. Address Maurice Garrison, Afton, Ia.

POSITION wanted as superintendent of large elevator by competent man of experience. References. Address C. H., box 11, care Grain Dealers Journal, Chicago.

POSITION as bookkeeper and office man; three years with present employers. Good reasons for wishing a change. Can furnish good references. Address B. L., box 10, care Grain Dealers Journal, Chicago.

HELP-WANTED advertisements invariably bring twenty times as many replies as any other. If you want help, advertise in The Grain Dealers Journal and you will have a large number of applicants to select from.

POSITION wanted, to operate an elevator, by a man having 10 years' experience in Iowa, Neb. and Kan. Can use any kind of power, also do all kinds of repairing about an elevator. L. L. Hough, 311 S. 7th st., Atchison, Kan.

SITUATION WANTED by a practical elevator man as foreman; has had 20 years' experience in handling all kinds of grain, and thoroughly understands the business. References furnished. S. W., box 12, care Grain Dealers Journal, Chicago.

WANT TO REPRESENT in Michigan large firm who are buyers of Michigan grain. Ten years' experience in cash grain business; five years' traveling buyer. For full particulars address B. Z., box 11, care Grain Dealers Journal, Chicago.

COMPETENT man wants a position as solicitor for grain commission company; Minneapolis and Duluth territory preferred; or a position in terminal elevator. Twenty years' experience in mixing and handling all kinds of grain. Address Box 427, Hutchinson, Minn.

A YOUNG MAN, experienced in office details of a country elevator, and buying, receiving, selling and shipping grain, desires a position (Indiana or Illinois preferred). Best of references from present employers. Address S. G. care Caldwell, Barr & Co., Earl Park, Ind.

POSITION WANTED by married man, as traveling grain buyer or salesman in any territory east of Ill. Ten years' experience in the cash grain business, both road and office. Personally acquainted with the eastern trade. At present time have charge of the buying and selling for large grain jobbing house who have a large eastern and southern account. Best of reasons for wishing to change, and best of references furnished. Address Smith, box 12, care Grain Dealers Journal, Chicago.

## SITUATIONS WANTED.

POSITION wanted with good reliable grain commission firm. Can control \$5,000 to \$10,000 commissions per annum. Address H. C., box 11, care Grain Dealers Journal, Chicago.

## SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

WAGON SCALE for sale, 6-ton Fairbanks. A. F. Chase & Co., 215 3rd street S., Minneapolis, Minn.

FLOOR SCALE for sale, Fairbanks, capacity 5,000 lbs, platform 4 ft square. Mattoon Elevator Co., Mattoon, Ill.

THREE 40,000 capacity Fairbanks Hopper Scales, good as new. We found it necessary to replace them with larger scales and will sell at a great sacrifice. Address J. F. Harris & Co., Burlington, Ia.

## SCALES WANTED.

SCALES not in use can be sold quickly and at small cost by advertising in our department, "Scales for Sale."

ONE set hay or wagon scales; one hopper scale (100 bu. or more); one small warehouse scale; wanted; all standard make, and in good condition. Shirk & Haskett, Hoover, Ind.

## HELP WANTED.

WHEAT SALESMAN wanted, for a large firm, to sell the eastern millers. Must have experience and acquaintance. Address Central, box 11, care Grain Dealers Journal.

SUPERINTENDENT wanted, to take charge of small transfer and cleaning house. Must thoroughly understand mixing and grading of wheat, corn and oats; understand machinery, and keep account of all grain in and out of elevator. State salary expected. Address The Sidell Grain & Elevator Co., Sidell, Illinois.

## MILLS FOR SALE.

200-BBL. MILL and 30,000-bu. elevator on the Clover Leaf for sale at a bargain. J. D. Fritch, Frankfort, Ind.

FIFTY-bbl. roller mill and elevator, all up to date, in gas town on Mo. P. Ry. 75 miles from Kansas City. Mill and engine room stone; elevator frame. Price, \$6,500; good reasons for selling; a snap for some one. Greeley Milling Co., Greeley, Kan.

ONE 75-barrel mill in Central Ohio, located on two trunk lines, very prosperous and progressive town; owner has made money enough and wishes to retire. Address for full particulars, P. O. box 501, Toledo, Ohio.

MILL PROPERTY for sale, with wholesale and retail and grist business; flourhouse, warehouse, barn. Creamery on ground pays \$200 a year and draws trade. Mill 2½ story and basement, containing 2,000 bu. grain storage, tubular boiler, automatic engine, 5 elevators, good sheller; 3-high 6-roller mill; 1 stand single rolls; 2 buckwheat and rye reels, corn-meal bolt, scales, trucks. Best location, on Main-st., lot alone worth \$1,500; my price is \$3,500; no trade. T. G. White, Marion, Iowa.

## PARTNERS WANTED.

WANTED—Party with \$5,000 to \$10,000, to join hands with me in the cash grain business in Michigan. A splendid opportunity. Full particulars by addressing P. G., box 11, care Grain Dealers Journal, Chicago.

## LUMBER AT HALF PRICES.

WE PURCHASED THE PAN AMERICAN EXPOSITION  
SEND US YOUR LUMBER BILL FOR OUR ESTIMATE.  
Pipe, Machinery and Building  
Supplies in General.

FREE CATALOGUES ON APPLICATION.  
CHICAGO HOUSE WRECKING CO.,  
PAN-AMERICAN, DEPARTMENT 78 BUFFALO, NEW YORK.

## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm .....

Capacity of Elevator ..... Post Office .....

..... bus. State .....



**LUMBER** We sell to everyone at the same price, strictly whole sale rates. We will sell to anyone.

**JOHN SPRY LUMBER CO.,**

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

## COMPLETE ELEVATOR OUTFITS.

We are HEADQUARTERS for Buckets, Scoops, Conveyors, Belting and all kinds of Supplies. Send us your Bill for Estimates.

**MIDLAND MACHINERY CO.,**

248 4th Ave. So.

Prompt Shipments Guaranteed.

MINNEAPOLIS, MINN.

## If You Want to Reach

The Grain Dealers of the Country  
Advertise in the Grain Dealers Journal.

## BETTER PRICES FOR YOUR GRAIN

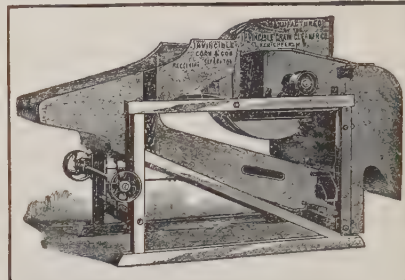
can readily be obtained if you will purify it before shipment. Impurities, such as smut, must and mold odors can be entirely removed, and unnatural stains from water or other causes can be removed by our patent process of purifying and the grain made sweet and bright.

A purifier can increase your profits enough to pay for itself in a short time.  
Write for particulars to

**The American Grain Purifier Constructing Co.**

DAVENPORT, IOWA, or KENTLAND, IND.

## THE INVINCIBLE CORN AND COB SEPARATOR & CLEANER



IT cleans corn and separates the cobs from the shelled corn, as it comes from the sheller, with one operation. It is durable, light running and dustless. Your corn will never grade dirty when this machine is used. This machine is fully guaranteed and shipped to responsible parties on thirty days' trial.

We manufacture Oat Clippers, Receiving Separators, Scourers and Cleaners, Needle Screen Gravity Separators and Spiral Belt Separators. . . SEND FOR CATALOG

**INVINCIBLE GRAIN CLEANER COMPANY**

INVINCIBLE WORKS

SILVER CREEK, NEW YORK

REPRESENTED BY

W. J. SCOTT, . . . Wyoming Hotel, Chicago, Ill.  
EDW. A. ORDWAY, 512 Exchange Bldg., Kansas City, Mo.  
CHAS. H. SCOTT, . . . Nicollet Hotel, Minneapolis, Minn.  
J. N. BACON, . . . Balchorne Block, Indianapolis, Ind.

## He Got the "Ha! Ha!"

**W**HEN the man with the Machine-that-Does-the-Work first comes around he gets the "Ha! Ha!" as they say "Out West."

The man who is in the grain business to make money, says: "Why, my dear fellow, I can beat your price by so-much."

Of course he can.

You see the maker of the Machine-that-Does-the-Work has been so busy making a machine that would double-discount any other make for Work, that he left the little price out of it.

The Grain Dealer and Elevator Man is so busy getting that odd ten-dollar bill knocked off that he forgets the twenty-dollars less in effectiveness he is going to get.

The Monitor Machine does the work.

There is no better grain-cleaning machinery made than the kind that bears the Monitor trade-mark.

GRAIN MEN have been hunting them for 20 years, and they are still hunting.

*"The Man who laughs last, laughs best"—good old saying that,  
but there is the whole philosophy of it in a nut shell.*

Do not tire yourself out laughing at the dollars-larger price of the Machine-that-Does-the-Work—you may need some of that energy to help you keep the cheap machine going, or to swear because it doesn't do what you bought it to do.

When you want us—let us have a letter. We go anywhere for business.

**The Huntley Manufacturing Co.**

THE MONITOR WORKS  
Everything in Grain-Cleaning Machinery

SILVER CREEK, N. Y.



# GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

## GRAIN DEALERS COMPANY

255 La Salle Street,  
CHICAGO, ILL.

CHARLES S. CLARK,

Editor and Manager.

### Subscription Rates:

One Dollar per year; Sixty cents for six months. Invariably in advance. Fifteen cents should be added for exchange when sending local checks.

To Foreign Countries within the Postal Union, postage prepaid, \$1.75 per year.

### Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

### Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., JUNE 25, 1902.

Tornado insurance has proved a good investment for a number of Illinois grain elevator men recently.

The many new elevators and improvements reported in the central states departments of this number indicate that the grain dealers are quite confident of a large crop and a good business.

The desire for better weights and a weighing department under the supervision of the exchange has prompted the Baltimore Chamber of Commerce to establish a department to take charge of it. Let the good work go on.

California has long used the cental of 100 pounds in all grain transactions, but some are not content with a good thing, so are working vigorously to have the bushel (of any old number of pounds) substituted for the cental.

The day when the elevator which has been built by inexperienced hands spreads, falls and spills its load is near at hand. The barn builders are now having their harvest of profits, their patrons will soon reap their harvest of losses and regrets.

The inability of owners of some wooden elevators in Buffalo harbor to obtain insurance indicate, that the days of the wooden elevator as a central market grain storehouse are apparently numbered. The fireproof elevator intends to drive out his weaker brother.

Some elevator men are promptly taking advantage of the suggestions made by mill mutual inspectors and reducing the fire hazards of their plants. The reduction in the cost of insurance soon offsets the expense of changes and the

elevator owner is content. One Ohio man who was charged \$4.85, now pays \$2.20, and his business is not near so likely to be interrupted by fire.

Recent reports from Michigan and Ohio indicate that children are given too much freedom about the elevator. Accidents will occur anywhere, but not with the frequency recorded in the news columns of this journal in elevators. Children have no business to make a playhouse of the cupola or grain bins of an elevator, and the operator who permits it will sooner or later greatly regret his action.

In Canada many towns vote a cash bonus for the erection and operation of grain elevators. In the United States, near sighted merchants of some towns help the farmers to organize co-operative associations for the prime purpose of driving the regular elevator men out of business. In their supreme unselfishness they deny any one to do business but themselves. It often occurs that their generosity prompts grain dealers to enter other lines of business.

The Illinois Inspection Department, the Appeals Committee of East St. Louis and the Merchants Exchange of St. Louis have become involved in quite a tangle over a lot of wheat delivered as No. 2, but when appealed to the Appeals Committee, it was decided to be only No. 3. Such is inspection by politicians. Somebody must pay for the loss. Surely, the grain dealers are not anxious to have burdens of this character thrust upon them every day by incompetent and dishonest inspectors.

Acting upon a suggestion made several times in these columns, a Wisconsin grain firm has recently constructed a large cistern near the brick engine house containing its gasoline engine and provided a fire pump, so that, in case the elevator does catch fire from the gasoline engine, which is some twenty-five feet distant, it can be used to extinguish the flames. With an independent pump and supply of water the elevator man should obtain a very low rate of insurance on his property.

Carelessness in the matter of handling gasoline does not result in near as many elevator fires as would naturally be expected from the number of plants using fuel of this character, but occasionally we have to report the destruction of a plant due to the exposure of flames to fumes arising from gasoline. In our Wisconsin column this number will be found an incident of this character. The explosion set fire to the building and nothing was saved. Greater care should be taken in providing overflow pipes, which will carry away all gasoline which spills from engine or supply pipe. If the engine had been placed in a brick

house adjacent to the elevator, no material damage would have resulted.

About as many changes are being made in the ownership of elevators throughout the country this year as last, but the number of persons advertising for elevators are not as numerous as those advertising elevators for sale. The market, however, is strong and each sale records a higher price for property than the same plant had been transferred at before. The prospect of a good crop is, in a measure, responsible for the higher prices prevailing, but the associations must also be given credit for a goodly percentage of the increased value.

The cash grain handlers throughout the country who are accustomed to hedging their holdings in the Chicago market are very much worried over the antics of the corn market, and, naturally, are telling in a most emphatic manner what they think of the Chicago Board of Trade and the runners of corners. They are not the only ones disgruntled over the effect of the corner. Small speculators are afraid to go into the market, and, in fact, many commission men are warning them to keep out. As a rule, a corner in any grain does more to hurt the option business of a market than is ordinarily supposed by active members of the exchange. It has been suggested several times that the speculative trade on 'change be reduced to a cash basis and that sellers be required to deposit storage certificates for grain sold. This would reduce the amount of wind sales to a minimum, and, as a rule, insure better values for grain futures as well as cash. It seems imperative that some action be taken to relieve the troubles of the hedger and cash grain merchant.

Two private elevator men of St. Louis have declined to use the services of the newly established Merchants Exchange Weighing Department. The Illinois Railroad Commission, and likewise the Missouri Commission, have also seen fit to refuse the establishment of exchange weighers in public elevators on both sides of the river. This is truly good news, for the grain shipper, who has so long hoped for better weights at St. Louis. The private warehouseman, the Illinois Commission and the Missouri Commission must be forced to recognize the justice of the shippers' demands for improved facilities at St. Louis. Every shipper will tell you that St. Louis weights have been rotten, frightfully rotten, in times past. Discriminating shippers will always tell you that their grain holds out in some elevators every time, but the entire market has been compelled to suffer by reason of a few wrong-doers, and now the politicians and two private elevator men see fit to



stand out against much-needed reform. The grain business to-day is conducted on such narrow margins that shippers can no longer afford to stand big shortages, which were passed unnoticed in former days. The reform must come, and the shippers who are alive to their own interests must demand, whenever shipping to St. Louis, Merchants Exchange Certificates of weight.

It is indeed gratifying to know that the railroad and warehouse commission which has direct supervision of the work of the grain inspection department at Chicago, has at last seen fit to respect the request of the secretary of the Grain Dealers National Association in the matter of the ruthless destruction of top boards of grain car doors. Secretary Stibbens pointed out this unnecessary cause of shortages to the inspector and commissioners some time since, but without effect. The reading of his correspondence at the annual meeting of the Illinois association and the action taken by that organization strengthening the position of the National association, prompted the commissioners to take quick action, or, at least, it seems to outsiders that they have done so. They have adopted a new rule, called rule 11, to go into effect July 1st, which reads as follows: "Assistant inspectors and helpers are especially instructed to use all due care in cases where it becomes necessary to remove boards to obtain ingress into cars in order to properly inspect the grain in such cars, to replace all such boards removed in such a manner as to prevent leakage or waste of grain from cars." The commissioners had nothing to gain by refusing to enforce a rule of this character except that they desired people to know that they were running the grain inspection department of Illinois, and did not care for suggestions from the owners of the grain. The actions of the department have not been such as were likely to increase the confidence of the trade in it. Too much politics, too little consideration for ability to judge the quality of grain; the department needs to be placed under rigid civil service rules and kept there.

Agitators and promoters are now at work in Illinois, Missouri, Kansas and Ohio trying to induce the farmers to cooperate for the purpose of driving the regular grain dealers out of business by shipping their own grain. To a few narrow-minded grain growers this move may seem a legitimate undertaking. Their prime purpose is to disturb markets, institute fights and disrupt the business of regular grain dealers. They do not organize for commercial purposes, that is, their principal motive in organizing is not to conduct a grain business along regular lines and for the

purpose of gaining a profit, but solely for tearing down the established business of the regular dealer, robbing his property of the little value it may have, and driving him from the station. Such a move is one not likely to command the admiration of any fair-minded person. If farmers desire to engage in the grain business along regular lines, or compete with the regular dealers, as the dealers do with one another, then no legitimate exception could be taken to their entering the business, but if they continue their efforts to stir up a row with the regular grain dealers, they are sure to get more than satisfaction for their trouble. The Ohio association solicits information regarding farmers' cooperative grain companies and will appreciate any information sent the secretary. As yet the associations, nor the exchanges of the central markets, have not taken a decided stand for or against the organized disturbers. Surely their action could never be considered commercial conduct and any one who assists them, either by handling their grain, furnishing them with funds or market information, must be likewise guilty of uncommercial conduct. By no stretch of imagination could they be considered legitimate grain dealers. In reality, they are commercial pirates, who choose to prey solely upon the regular country elevator man, and are entitled to no consideration in any court of justice. The problem of how best to deal with the farmers elevator companies, which are organized to disrupt markets, is truly a deep one, but it must be solved, and soon, if the associations and the regular dealers are to thrive. One remedy, long since suggested, is the loading fee, but to obtain this, the regular dealers must become authorized freight solicitors for the lines over which they ship.

### Books Received.

INSURANCE WORLD FIRE CHART for 1902 is the title of a leather-bound booklet, with pages 4x8 inches, containing an alphabetical list of the insurance companies doing business in North America, their location, date of organization, officers and capital, and financial statements of each company each year for several years past, showing assets, liabilities, income, expenditures, and the ratios of losses and of expenses to premiums. Published by the Insurance World, Pittsburg, Pa.

In accepting a second term as president of the Milwaukee Chamber of Commerce Edward C. Wall recently spoke at some length in defense of puts and calls. He said privileges are commercially older than what are known as futures. Calls are used as a protection against loss. For example: A miller who has offered to sell flour buys a call on the wheat required, at a certain price, so that in the event of his offer being accepted he can call for the grain at that price, tho the market may have advanced.

## ASKED AND ANSWERED

### RECEIVER'S LIABILITY.

Grain Dealers Journal: The commission man is liable for the five cars of barley sold by him for the account of J. B. H., even tho the customer failed, as stated in the Journal. I would consider that the commission man is liable in all cases, unless the shipper directs that he trust the buyer in selling the goods.—S. M. Ratcliffe, Buffalo, N. Y.

Straus, Ackerman & Co., Albion, Ind.: In consigning grain to a commission man one expects to have the sale made for cash and returns for same when the grain is sold. We think the commission man takes his own chances when selling his consignments on time and is liable for any loss that may occur.

J. N. Woolliscroft, Cincinnati, O.: If the commission man had any doubts as to the reliability of the firm to which he sold the barley he assumed a risk for which I think he should be held liable. If he elected to sell the five car loads of barley on a stated time, without consulting with his shipper, he would again be held liable, but if this barley came to him without draft and he sold the barley in good faith to a house that he believed to be good, he would simply be acting as an agent for his shipper. I would infer from the inquiry of J. B. H. that while his impression was that his commission house sold the grain for cash, such was not the case. If he had elected to sell the grain on a stated time it would have been his duty to have informed the shipper to that effect, but if he failed to sell the grain for cash and elected to assume the responsibility of the collection of the money for a later date he certainly is censurable, because he would have no right to take any such chances for the parties who favor him with their business.

### EXCHANGE ON DRAFTS?

Grain Dealers Journal: In reply to Chas. F. Davis, who asks who should pay the exchange on drafts drawn by a shipper on grain sold f. o. b. his track, I would say that if the goods are sold to be delivered at a certain point and the draft is to be drawn on the same place, my judgment would be that the seller of the goods should pay the exchange.—Albert Dodge, Boston, Mass.

Beall Grain Co., Kansas City, Mo.: As to who should pay exchange on grain sold f. o. b. shipper's track, there is no question about who should pay the exchange in such cases, unless it is otherwise stated in the contract. We are of the opinion that the courts would hold that the buyer would have to pay the exchange, but as a rule all such sales are made subject to destination weights, and we are of the opinion that if the shipper should demand that the buyer pay the exchange that he would have to ship the grain without draft, and permit the buyer to remit by such exchange as he could buy the cheapest in the market where his local bank might have an account. We do not think that the shipper can ask the buyer to advance money on the shipment ten to twenty days before he receives the grain, and to pay the usual exorbitant exchange tacked on to such drafts by country bankers. The general custom in our



territory where the shipper asks for advances on shipment is to take care of his own exchange, and the use of this advance is usually worth considerable more to the shipper than the exchange would amount to.

McKay, Reece & Co., Nashville, Tenn.: When goods are sold f. o. b. seller's station, it is the buyer's place to pay the exchange. When goods are sold delivered it is the shipper's place to pay the exchange.

Andrews Grain Co., Kansas City, Mo.: In all instances where grain is sold shipper's track we should think that the shipper should pay his own exchange, as grain is always sold subject to inspection and weight at destination.

R. S. Foster & Co., Indianapolis, Ind.: A shipper who sells grain at a stipulated price f. o. b. his track, and makes draft on the shipment, should by all means pay the exchange on his draft, otherwise the cost would be in excess of the price named f. o. b.

Wm. R. Ruxton Commission Co., Springfield, Mo.: Exchange of draft drawn by the shipper either f. o. b. shipper's track or delivered, should be paid by the shipper, as the grain is sold at a stated price loaded on cars, and this price multiplied by the number of bushels loaded into the car should satisfy the demands of the shipper in full.

C. P. Blackburn & Co., Baltimore, Md.: Our purchases are all made Baltimore weight and inspection, except those made in Chicago; but we never heard of a case where exchange was charged to the buyer under any circumstances, nor do we think that this could be enforced, as the buyer would be entitled to make payment in such a way as would not bring him into this expense.

Henry Heile & Sons, Cincinnati, O.: All our shippers from the country have been paying exchange on their drafts. This is due, no doubt, to the light business we have been handling, possibly to the advanced prices we have been paying for both corn and oats. We have had no particular complaint from our shippers, or their refusing to pay exchange, and it has been a rule with us at all times that they pay this extra charge.

E. C. Buchanan & Co., Memphis, Tenn.: Where grain is sold on track by a shipper—we mean by that free on track his station—he is certainly entitled to his pay in par funds, and that in the absence of any other agreement, buyer ought to pay exchange. We always do. We sometimes send checks on Memphis for small balances due on shipments, which we believe is universal, and we understand these checks are always used at par. Otherwise we would send exchange on Chicago or New York.

W. M. Bell & Co., Milwaukee, Wis.: Expense should be borne by the shipper, inasmuch as grain bought f. o. b. country shipper's track is in nearly all cases subject to settlement on weight and inspection at some terminal point and the trade is not completed until the delivery is made at such point. It is certainly customary for shippers at large grain centers such as Chicago and Milwaukee to stand the exchange on drafts by them made against shipments to eastern or foreign markets, even when sales are made on the basis of inspection and weights at the shipping point.

Are the cards marked in the Chicago corn deal? Ask Ike Elwood.

## LETTERS FROM THE TRADE

### CROP REPORTS AT HAY CONVENTION.

Grain Dealers Journal: I believe that at the meeting of the National Hay Association to be held at Put-in-Bay, Ohio, if a general understanding was reached by which each member would come to the meeting with a thoro knowledge of the crop condition, the yield, etc., in his vicinity, and if a systematic plan was adopted to gather this information at the meetings, it would result in much benefit to the various branches of the trade. I merely offer these as suggestions.—J. P. McAlister, Columbus, O.

### ALL ST. LOUIS WEIGHTS SHOULD BE SUPERVISED.

Grain Dealers Journal: Regarding the supervision of weights in St. Louis and East St. Louis as per resolutions recently passed at the Illinois Grain Dealers association meeting at Decatur, Ill., on June 10 and 11 [see account of meeting in this number] I would say that since that meeting we have been sending some corn to East St. Louis, supposing we could, of course, have the grain weighed under the supervision of the Merchants Exchange, and as suggested by this resolution, we wrote our commission men as follows:

"Please take note and hereafter have ALL of our grain arriving there either sold on our weights or under the supervision of the Merchants Exchange as recently established. Make a particular note of this and weigh at only such stations as are under the supervision of the Merchants Exchange."

In answer to this letter we have received the following letter:

"We could have gotten more money out of the corn on the east side except for your restrictions about the supervision of weights. Track lots are not supervised, so that we were compelled to sell to an elevator, as could not on your weights \* \* \* Oats about the same as yesterday, and it will be next to impossible to sell your oats under your restrictions here, as very few go to the public elevator. Demand is mainly from feed dealers, who haul from track. This largely the case on corn too just now."

We do not think this matter should rest here, but think our National Association should take steps towards putting our own men into St. Louis and East St. Louis, who shall be paid so much per car by parties shipping to these markets, belonging to the Grain Dealers' National Association, who wish to have the weighing of their grain looked after. We are willing to pay 50 to 75 cents per car for our stuff shipped to this market, or to any other, towards paying such men.

The weighing matter is not settled satisfactorily as yet in more than two or three markets to which we ship, and it is a matter of vital importance, our experience having been almost identical with that of Mr. J. M. Camp of Bement in this regard.—E. R. Ulrich, Jr., Springfield, Ill.

Seven years of drouth has decimated the flocks of Australia and the 40,000,000 sheep remaining are starving, the situation now being worse than at any time in eight years.

### Shucks.

Famine is spreading in Siberia.

When the steel crowd gets thru with corn there will be nothing left to lay hands on.

Should a speculator control corn inspection at Chicago thru his membership in the warehouse commission?

George Gambrell, a successful Baltimore operator, claims that wheat will sell at 60 cents in Chicago before snow flies.

Moonshiners claim that corn is too scarce. E. E. Bell, traveling revenue deputy, reports that the illicit stills are idle.

Some Illinois letters say, "Wheat blown down by wind," but that's been going on for weeks, in Chicago.—Pope & Eckhardt Co.

Sell your cash corn and buy a future at a considerable discount, say from three to five cents per bushel.—Parrott-Baxter Grain Co.

Corn becoming more and more a purely local gamble in the local "play"—the "dealers" and shufflers ignore all outside facts.—Pope & Eckhardt Co., Chicago.

John O. Foering, president of the Chief Grain Inspectors National Association, recently visited Buffalo, N. Y., to confer with Secretary John D. Shanahan.

At the meeting of the Millers National Federation at Chicago, June 11, it was reported that an understanding existed among manufacturers of wheat cleaning machines.

Congress is expected to postpone the Louisiana Purchase Exposition at St. Louis, with dedication ceremonies set for April 30, 1903, and actual opening May 1, 1904.

Not since 1836 has there been experienced in Germany, and generally thruout northern Europe, a spring so cold, late, wet and unpromising. Grain crops, however, are doing better than a year ago.

Fire at Newcastle, Eng., recently destroyed one of the largest and best equipped grain warehouses in Europe. It was an eight-story building operated by the Newcastle Grain Warehouse Co.

Delegates to the convention of the National Hay Association at Put-in-Bay, Ohio, have been appointed by the Exchanges of Chicago, Cincinnati, Toledo, Albany, Pittsburg, Nashville and Baltimore.

Buenos Ayres, Argentina, is to have an elevator of 750,000 bushels capacity, with facilities for loading 33,000 bushels per hour. The contract has been let to Amme, Giesecke & Konegen, of Brunswick, Germany.

John C. Hanley of St. Paul, Minn., has visited Washington to inform the president that the Allied Grain Growers Association is opposed to the spending of public money on the isthmian canal. Did Hanley furnish a diagram showing what interests he really represents?

Shippers in selling new wheat for certain delivery take a good many chances. Wet weather might delay harvesting or hauling of wheat, cars might be scarce, and there is no telling how the coal strike will come out, and how it will effect railroads, etc., so that it might be good policy not to sell too much wheat for a certain delivery, but consign the wheat and have it take the market upon arrival. There will be lots of holes to fill and the market is not going to pieces; on the contrary, we may see a steady advancing market.—J. F. Zahm & Co.



## Annual Meeting Ohio Grain Dealers Association.

The annual meeting of the Ohio Grain Dealers Association was called to order in Hotel Victory, Put-in-Bay, O., at 9:30 a. m., Thursday, June 19. President H. S. Grimes of Portsmouth in the chair.

President Grimes delivered his annual address covering the work of the association. He congratulated the members on the excellent condition of the association and reported on his trip to the annual meeting of the Grain Dealers National Association and to the annual meeting of the Illinois Association. He urged every member to attend the annual meeting of the National Association in Memphis, Oct. 1, 2 and 3.

Secretary and Treasurer J. W. McCord of Columbus made his annual report, which showed that at the close of the fall meeting in October, 1901, the Association had a membership of 137, of which 107 were regular grain shippers, the others being track buyers, brokers, etc. At this date the total membership is 169, of which 132 are regular dealers.

### SECRETARY'S REPORT.

Hotel Victory, Put-In-Bay, O.,  
June 19, 1902.

To the President, Governing Board, and Members of the Association:

On July 1, 1880, more than one hundred prominent grain dealers of Ohio met at the Beebe House on this historic island and organized the Ohio Grain Dealers Association. Col. S. H. Hunt was elected president, L. C. Newsom secretary, John G. Ridenour treasurer, all of whom have passed to their reward.

The association has continued up to the present time with varied degrees of success. To-day we have little to regret for lost opportunities and much to be proud of in that the grain trade of Ohio and its dealers are in as prosperous condition as any of our sister states.

The personnel of our membership ranks high, a spirit of harmony prevails all over the state. Our dealers are prosperous and are satisfied with present conditions and future prospects.

A kind providence seems to smile on us in a gracious manner, with the present prospects for good crops that are now under cultivation. Our policy has not been one of coercion or arbitrary government of members. We have tried rather to inculcate that principle of individual dignity, honor and liberty that best subserves an organization, where brotherly love, and a respect for each other's rights and welfare prevail.

Our membership has shown a marked increase during the year. The work accomplished has been satisfactory and done in a quiet, unostentatious manner, not offending any one, and the rough places, of which there have been quite a number, have been smoothed over. Peace and harmony prevails all along our lines and our members are "sawing wood, saying nothing," "Doing business at the old stand," and "adding a few to their bank accounts."

During the last thirty days the local association, known as the "Fremont Association," affiliated with us. Two other local associations, the Middle Ohio, or Marion Association, and the Northwestern Ohio, will no doubt affiliate later on.

A considerable portion of the grain producing state yet remains to be organized into district associations, or rather re-organized, as they were organized a few years since (but for various reasons discontinued). No doubt but what these associations will soon be reorganized and affiliated with the state association. When this is done our association will be well equipped and equal to any requirement, that may be made of it in protecting the regular dealer.

I think the scoop shovel business has been reduced almost to a minimum and growing less each month. We desire to express our thanks to the track buyers, receivers and commission men, who have so loyally stood by the regular shipper in refusing to handle the business of scoop-

ers. It would indeed be a poor recompense if our shippers did not as loyally stand by these people who have supported them in this fight, and many times to their pecuniary loss.

As you well know, we are now affiliated with the National Association. If you have read the Grain Dealers Journal you know what has been done by the National. Its work is far-reaching and of untold value to the trade.

There has never been a time in the history of the grain trade when general conditions in all the details of the grain business were in as satisfactory condition as now, and yet we are not at our maximum of usefulness to the individual. There is much to do, many reforms to be made, many abuses to be abolished, both external and internal. We should purify ourselves first, and then insist on like conditions outside. All this cannot be done in a month or a year, but the greater the effort the quicker and nearer we can approach that degree of perfection in the trade to which all aspire.

I wish to thank the officers and members for the generous support they have given me all through the terms of my office, without which my own feeble efforts would have counted for but little.

I would not close this report, or rather these informal remarks, without emphasizing the fact that we must have either by direct membership or by affiliated membership every regular grain shipper in the state, in order to secure the greatest success for our state association. This must be done and it cannot be done, except by the assistance of every present member constituting himself a committee of one to work on his non-member neighbor and induce him to bring about this much-desired result.

The success and value of this association will be just as great as the individual member will make it.

Each member should feel that he is indispensable to the success and operation of the association and should do his share of the work and feel and know that the association is organized for the good of its members, and not for the officers or any particular set of dealers.

In conclusion let me say to all of you "Keep your eye on the gun;" let no opportunity escape to further the interests of the Ohio Grain Dealers Association. Get on good terms with your neighbor, give him your confidence, treat him as you would have him do to you. Do the fair thing by your farmers; they are your greatest resource; treat them in a manner that will command their respect and confidence; teach them that association work is not inimical to their interests. When all these things are accomplished the millennium will be with us.

### TREASURER'S REPORT.

June 19, 1902.

June 17, 1901, balance on hand.....\$ 18.22  
Received during year for dues..... 522.76

Total .....\$540.98

### DISBURSEMENTS.

Postage, stationery, printing, badges, office supplies, stenographer's services, secretary's salary .....\$530.92

Balance on hand .....\$ 10.06

All bills paid up to date.

E. W. Seeds moved the appointment of a regular standing committee to be known as a Committee on Resolutions, to present resolutions to meetings and to the Governing Board between meetings.

The motion was carried, and President Grimes appointed as such committee E. W. Seeds, Jas. Ward and C. B. Jenkins.

On motion President Grimes appointed a Nominating Committee, consisting of C. H. Tingley, C. E. Groce and C. R. Hunter to report at the evening session.

J. S. Dewey moved that in order to infuse rivalry and interest in the election that another nominating committee be appointed to present an independent ticket. The motion being carried, President Grimes appointed on this committee J. S. Dewey, C. P. Bauman and G. W. Lamb.

E. W. Seeds, chairman of the Legisla-

tive Committee, made an extensive report on the work of the committee, dealing principally with hot corn claims against the railroads. The matter was discussed at length and the committee given power to act.

The report of the investigation of Baltimore weights was discussed at length.

The members seemed satisfied that the agitation which resulted in the appointment of a Weighing Bureau would improve Baltimore weights.

There was a general discussion of the ruthless destruction of grain doors by grain inspectors in central markets.

The causes of short weights were discussed by Mr. Bennett and others.

Members gave their experience with unsatisfactory weights and inspection on grain shipped to Norfolk and Richmond for local delivery. It being agreed that export business at these ports was satisfactory.

The Vrooman project being agitated by the farmers of Fairfield county under the name of the American Farm Co., was discussed, and it was the sense of the meeting that it was a gigantic swindle started to bleed the farmers.

The Secretary was instructed to correspond with western farmers, who have been robbed by the same scheme and to disseminate the information for the benefit of Ohio farmers.

The members decided to take a sail on Lake Erie during the afternoon and the meeting then adjourned to 7 p. m.

## Evening Session.

President Grimes called the meeting to order at 7:45 p. m. and expressed regrets that so many of the dealers had missed the excellent morning session.

An invitation to go on a lake ride Friday morning from J. F. Zahm & Co., of Toledo, was read and accepted with thanks.

Upon motion of J. S. Dewey the association proceeded to the election of officers.

The two committees presented the following tickets:

### THE REGULAR TICKET.

President, H. S. Grimes, Portsmouth.  
Vice-President, C. B. Jenkins, Marion.  
Secretary-Treasurer, J. W. McCord, Columbus.

Governing Board, R. Turner, Avery; L. S. Churchill, Toledo, and J. S. Dewey, Blanchester.

### INDEPENDENT TICKET.

President, C. H. Tingley, Columbus.  
Vice-President, C. B. Jenkins, Marion.  
Secretary-Treasurer, J. W. McCord, Columbus.

Governing Board, R. Turner, Avery; Jas. Bennett, Melvin, and H. S. Grimes of Portsmouth.

Mr. Tingley: My name was placed on the opposition ticket without my knowledge or consent. I was on the committee which nominated Mr. Grimes and I favor him for President, therefore I beg to withdraw my name from the ticket.

Upon motion the election of Mr. H. S. Grimes of Portsmouth was made unanimous and the Secretary cast the ballot of the association for Mr. Grimes.

Mr. Grimes: Until last year the office of President had a new man each year. Last year I felt that in justice to the association I must, and did, accept another term. Frequently I declined, like Mr. Tingley, to permit my name to be presented again. Finally I have acceded to the demands of friends and I thank you for again thrusting the honor upon me.



Our insurance association is saving money for members and I feel certain that the commingling of the dealers does each and all of you much good. Again, I thank you.

The name of C. H. Tingley was substituted for that of H. S. Grimes as member of the Governing Board on the Independent ticket.

Upon motion, the ballot of the association was cast for C. B. Jenkins, Marion, for Vice-President; J. W. McCord of Columbus for Secretary-Treasurer and R. Turner of Avery as one member of the Governing Board.

While the ballots were being counted Vice-President Jenkins was introduced to the members and promised to do all in his power to advance the interests of the association. I am glad to be a member of the Ohio Grain Dealers Association. I wish to thank you for the honor conferred and I promise you that I will do all in my power to make the Ohio Association the best in the country.

Mr. Seeds of the tellers reported that the canvass of the ballots resulted in 31 for Mr. Dewey, 14 for Bennett, 34 for Tingley and 12 for Churchill.

Secretary McCord reported the election of Mr. Dewey and Mr. Tingley as members of the Governing Board.

Secretary McCord was called for and said: I think about the work of this association at all times of the day and night and try to make the association a success. I thank you for the honor which you have again conferred upon me.

C. H. Tingley of Columbus was called for and thanked the dealers for their favor. Organization of trade members is the order of the day and we can not stand out against it.

R. Turner was called for and responded: I came here to-day because I feel an interest in association work. The work we have done in our local has been beneficial and we have decided that in order to derive greater benefits we have affiliated with the state association and through it with the National Association. (Applause.)

J. S. Dewey was called for and thanked the members for the honor conferred.

Geo. A. Stibbens, Secretary of the Grain Dealers National Association, was called for and told of the result of recent investigations which disclosed the fact that many shortages were being caused by the inspectors knocking off the top boards at car doors and neglecting to replace them.

One railroad yard, which we found unguarded in Chicago recently, now has a watchman, who arrested twelve thieves the first day on duty.

I wish to read to you portions of correspondence which shows that the Chicago inspection department has recently adopted a rule requiring inspectors to replace boards.

E. W. Seeds of the Resolution Committee presented the following, which was adopted:

Whereas, as serious complaints have been made by members of this body of short weights in grain in certain of the larger receiving markets,

Resolved, That we hereby instruct our delegates to the next meeting of the National Association to advocate such action by that body as will contemplate and secure if possible the supervision of the weighing of grain in all the larger receiving markets by a board of committees, on which the shippers shall have a fair representation.

Signed E. W. Seeds, James Ward, C. B. Jenkins.

E. H. Culver, Chief Grain Inspector of Toledo: The Produce Exchange will be only too glad to turn over the weighing

of grain in Toledo to the dealers of Ohio, Indiana, Illinois and Michigan. We will trust you, we will accept your grain at your official weights.

Mr. Seeds: I have another resolution drafted by Mr. Clutter, which we are glad to present. It is as follows:

Resolved, That the Ohio Grain Dealers Association, in convention assembled, do petition the Toledo Produce Exchange to create a grade of clover seed as contract grade that will be consistent with the average quality of seed grown tributary to that market during the past five years.

W. C. Mullally, Secretary of the North-Western Ohio Grain Dealers Association, reported that that association had asked similar action of the Toledo Exchange some five weeks ago, and we doubt not action will soon be taken.

President Grimes: Mr. Mullally, we are very glad to hear from you and we would like very much to have your organization affiliate with the state association.

Mr. Mullally: I am confident it is the right thing to do, but unless it, like religion, is free, we must wait until we are financially able to come in.

Fred Mayer of Toledo was called for and read the following paper bearing on the resolution:

#### Clover Seed Inspection at Toledo.

The inspection of clover seed at Toledo is as fair and perfect as it can be. The work is all done by the seed inspector, who is appointed by the directors of the Toledo Produce Exchange. He is under bond; also oath, to faithfully perform his duties. There is also an inspection committee, composed of seven members of the Exchange, each one an expert judge of seed—and any shipper to Toledo market who is not satisfied with the inspection put upon his shipment, has the privilege of calling this committee to pass upon the same.

The inspector is a disinterested person, and it makes no difference to him who owns the seed, or who buys it. Nor does he pay any attention whatever to prices. He simply passes judgment upon it and favors no one. He sees every bag that he is asked to inspect, and examines it in a very thorough manner by drawing a sample with a tryer from different parts of the bag, allowing these drawings to run into a pan. This is the reason a good many shippers have several different gradings upon a certain lot. One bag will be much better than others. Sometimes when the inspector can do so he will average a certain number of bags, and some of the seed in a part of the bags may be a trifle better than the others, but he will bulk the samples that he has drawn, and furnish them to the party to whom the seed is consigned, and in that way they have an average sample of that particular lot, and sell it on that sample. The party who buys it will find the seed in some bags a trifle poorer than the sample, but he will also find that there are other bags where it is a little better, so that averaging the whole lot it will equal the sample.

A great many shippers have an impression that seed is sold simply by the grade. It is not sold that way. Of course the grade counts for something, but every lot that grades below prime is sold by sample, and therefore sold on its merits. For instance, there will be a lot that will grade No. 2, and there will be another lot that will also grade No. 2, and yet one may bring 25 to 50 cents per bushel more than the other, simply because it is a better grade of No. 2. We have very often sold seed that had to be graded rejected, according to the rules, at a higher price than a poor No. 2, simply because the rejected was a better seed for mixing purposes (or at least some of the buyers thought it was), than the poor No. 2. There is about the same difference in price on rejected, so shippers must bear in mind that when they consign seed to Toledo it is sold upon its merits. Our house makes it a rule to examine samples furnished by the inspector before offering them for sale, and if we think the inspector has been too rigid in his grading we very often ask him to re-examine the lot, and sometimes we appeal to the inspection committee.

There is not a market in the world where consignments of seed are offered to as many buyers as in Toledo, and there are very few markets that handle it the way it is handled there. Supposing you ship Zahm

& Co. 20 bags of clover to be sold upon arrival. It arrives at the freight house, inspector comes along, taps every bag, preserves samples which are put in paper envelopes, properly marked with the number of bags, car number, grade, and then after that he weighs it, and furnishes us a certificate of weight. This sample is brought to our office, we look it over, and if the inspection suits us we take that sample—possibly with others—and submit it to a seed man who looks it all over and says he will give, say \$4.75. We put his bid on a piece of paper, being careful not to let any of the other dealers see or hear what it is, and we go to the next man. He may want just that particular kind of seed that day, and will bid us say, \$5.00. We then get the balance of the seed men to bid, and probably their bids will range from \$4.75 to \$4.95. We then open the bids, and the highest man gets the seed. Of course we have the privilege to reject all bids when we don't think they are high enough, and very frequently we avail ourselves of this privilege. Sometimes the market will be flooded and dealers won't bid strong; in fact, some may prefer not to bid at all, and then we simply carry the seed until the market braces up. Now as each buyer examines the samples very carefully, is not that seed sold upon its merits regardless of the grade? We have very often sold seed that graded No. 2 because it was just a trifle dirty at the same or almost the same price as prime, and while the shipper kicked because it did not grade prime, he got prime price, so, what is the difference?

Shipper's complaint that they cannot get a grade of prime at Toledo. They certainly can get a grade of prime if they will ship the proper seed. You shippers who handled much in the year 1897 certainly must have had some that inspected prime. The quality of the crop that year was good and the quantity was large, and I know that we received hundreds of bags that graded prime. Since then the clover crop in most of the states has been very uneven and of an inferior quality, and that is the reason so little of your seed has graded prime. In other words, you haven't raised prime seed. During the past season Wisconsin and also Canada raised some clover of very fine quality, and some of it came into Toledo and graded prime.

It has been said to me that it is strange Toledo men can make prime when country shippers can't. I will endeavor to give a reason for this. The seed you handle is generally raised right in your locality. There is some good and some bad, but there is not always enough good to help out the poor. You run it together, clean it, etc., and even then it is probably nothing more than No. 2, unless of course the crop and quality like that of 1897 is raised in your vicinity. Now in Toledo the seed dealers are in the market every day. They buy from us and others, and get seed that comes from Illinois, Indiana, Michigan and other states. They can select the best lots of their purchases and have a much bigger assortment to select from than a country shipper, and by handling very often get a grade of prime on those lots. You must also remember that the machinery used for cleaning seed in Toledo is far superior to the common hand mill that is used in the country. Years ago seed used to be cleaned in Toledo by fanning mills, run by hand and uneven power, but to-day very large power mills on the suction plan and run by electric motors or gasoline engines are used.

I have handled considerable seed for an old customer who resides in the northwestern part of Ohio, who I think is an excellent judge of seed, and when he advises shipment of a certain lot he generally puts the grade upon his invoice, and occasionally he will have so many bags down as prime, and almost in every instance that particular lot has graded prime.

It is no boy's play to buy seed and make money out of it. It is so easy to overlook the defects and pay more than one should. It requires very good eyesight to detect all the foreign seeds, etc., and it is an easy thing to hold seed in a certain light and then shift it around to some other position and find it looks much better than it did in the first position. Every shipper ought to examine the farmers' seed very carefully before he makes a bid on it. Don't be satisfied with taking a little from the top of the bag. The farmer might accidentally get the best on top. Of course he wouldn't do so purposely. Take the cover of a paste board box, get a good light, shake the seed up in this box cover, look at it and then shake it up again. In other words, shake well before you take it.



An official inspection certificate of the Toledo Produce Exchange is recognized all over. The foreign buyer frequently pays for seed upon presentation of draft with bill of lading and inspection certificate attached long before the arrival of the goods.

The inspector must also satisfy the buyer. If he allowed any "old thing" to grade prime, do you suppose for one minute the buyer, whether he be in the East or abroad, would not kick? The very fact that the seed business in Toledo is constantly growing shows that it is a good market. No market in the world has received 200,000 bags of clover seed in one season, and that is Toledo's record for 1897. While the receipts since then have not been as large, it is because of smaller crops.

I have been asked why Toledo could not make the contract or speculative grade of seed No. 2 instead of prime. There are several reasons why this cannot be done. In the first place the grade of prime seed in Toledo to-day is of about the same quality as it was 15 years ago, although there are seasons when the crop all over is not of a very good quality that our inspection committee instructs the inspector to be a little more easy on the grade. The foreign and eastern buyer knows from experience what he will get when he buys Toledo prime seed. Most of these buyers in the East and abroad have no facilities whatever for cleaning or improving seed, and prefer to buy the best and sell it just as they get it from Toledo market. Toledo cannot afford to break down in one day what it has taken years to build up. Another reason why Toledo cannot make No. 2 seed the contract grade is because there are about ten different kinds of No. 2 seed. Some seed grades No. 2 because it is dirty; other lots inspect No. 2 on account of brown seed. Then again clover will be graded No. 2 because it contains buckhorn, smart weed, plantain, pigeon grass, iron weed, etc. I see no way whatever whereby the contract grade can be changed. If a shipper sells prime seed in Toledo, certainly some one buys it, and if what the shipper sends in, is not prime, the buyer of it is certainly not to blame. Thousands of bags of prime seed are sold for October delivery long before the crop is harvested. The buyer as well as the seller takes an equal chance on there being a scarcity or a large quantity of prime seed that season.

Before I close I would like to ask if all those present are familiar with what are called foreign seeds. Can you detect at a glance in a sample, buckhorn, dock weed, pigeon grass, smart weed, iron weed, fox-tail, plantain? If you are not familiar with these foreign seeds you should learn them, and if you will write us when the season opens we shall be very glad to send you samples of any particular foreign seed.

In conclusion—if shippers will only be careful in buying seed from the farmer, and paying for No. 2 and rejected when he has that grade they will have no cause to complain about Toledo inspection.

Mr. D. E. Parsons of C. A. King & Co., was called for and said he had nothing to add, as Mr. Mayer had thoroughly covered the question.

Mr. Southworth, of Southworth & Co.: I doubt that Mr. Clutter or any other clover seed shippers would be any better satisfied if we made the change requested. It takes good seed to produce good seed. The farmers have been planting their old seed over and over again until it is greatly deteriorated. One trouble is that dealers buy and sell seed without seeing it.

Regarding the handling of seed Mr. Mayer has gone over the methods very exhaustively.

Mr. Clutter: My object in bringing in this resolution here is to bring enough influence to bear upon the Exchange to insure its adoption.

The motion was carried.

President Grimes: Mr. Stibbens, Secretary of the National Association, told you that the information regarding the work of the Association would be published in the Grain journals of Chicago. These journals are represented here to-day and in the interests of your business you should subscribe for them. It will pay you well to keep in touch with trade and association doings.

C. B. Jenkins moved the acceptance of

the invitation of J. F. Zahm & Co. for a lake ride. Carried.

Mr. Seeds: This morning we discussed the advisability of appointing delegates to the annual meeting of the National Association. Last year they were selected by those who attended. I now move that we select seven delegates to the National, the President to appoint others for any vacancy. Carried.

C. E. Groce, Circleville; E. W. Seeds, Columbus; J. P. Caskey, Portsmouth; Fred Mayer, Toledo; E. J. Baker, Monroeville; Grant McMorran, St. Paris; A. A. Cunningham, Tiffin.

E. H. Culver: As Mr. Grimes is Vice-President of the National, I think it behooves the Ohio people to turn out at Memphis and elect him President for next year.

With the consent of the members the following alternates were selected: A. W. Gibbons, Cleveland; C. R. Hunter, Mechanicsburg; H. S. Heffner, Circleville; Mr. J. Biebricher, Bellevue; Mr. Bennett, Willmington; J. B. Miller, Richwood; A. E. Clutter, Lima.

The thanks of the convention were upon motion tendered Hotel Victory and the Governing Board recommended to call next meeting at the same place.

President Grimes: Secretary McCord of the Ohio Mutual Insurance Co., will furnish you any information desired on the work of our insurance association.

Adjourned sine die.

### The Boat Ride.

Thursday afternoon tickets for the "Beautiful Lake Ride for Ohio Grain Dealers, Their Wives, Children and Sweethearts," with the compliments of J. F. Zahm & Co., Toledo, were passed around by Fred Mayer.

Those who retired early enough to arise again were at the dock bright and early watching for the steamer Grandon. Archie Dennis stayed up all night, it is said, because he feared he might miss the ride.

At 9:30 the boat, well loaded with ladies and men, started for a trip about the islands. Cigars, fruit, gum and candy were supplied in abundance. The sea was choppy and a few were somewhat depressed, but none were driven to the straits experienced by Poet Clutter, who in his wildest moments produced the following:

Iky Zahm ain't worth a clam.

But yet there's none that's better;

The ride was rough, we've had enough,

And here's to the Red Letter.

### Victory Echoes.

Clutter's summer girls were there.

Miller had a red hot bath on the jump.

"All members are paid up."—Secy. McCord.

No one became helpless, no one fell in the lake.

When the street cars were weary, the dealers walked.

Big Ed. Culver had his fighting clothes on, but they got wet.

Joe McCord did not even attempt to catch a fish—too busy.

Eighty-nine men and nine ladies attended the evening session.

The Richardson Co., Chicago, was represented by W. E. White.

The Grain Dealers Journal was represented by Charles S. Clark.

"The quiet between and after sessions was depressing."—A. A. Kuhl.

Raymond P. Lipe is reported to have negotiated for the crystal cave.

"The barkeeper on the State of Ohio always kept the change. Robber!"

The only man from Cincinnati—B. W.

Delaney, representing J. Chas. McCullough.

Among the first to join the association was Allen & Wheeler of Troy, O.

One railroad man—the Kanawha Dispatch Divine, who was very lonesome.

Samples of the Cleveland Elevator bucket were exhibited by C. G. Smith.

A working model of the Hall Distributing Spout was exhibited by W. E. Nutt.

A very interesting meeting. At least two dealers wanted the floor all the time.

"The millers were very bad boys and led a few of the dealers astray."—White.

Andy Cool and Sweet, surnamed the Ice Wagon, distributed handsome match-safes.

Fishing was very poor, but a string of fat suckers was landed by the slot machines.

The Millers National Insurance Co. was represented by C. A. McCotter and H. McAlpin.

By far the best summer meeting the association has ever held. Best attendance, most business.

The Indiana Millers Mutual Fire Ins. Co. was represented by Secy. E. E. Perry and J. W. Hahn.

Secy. Stibbens of the National Association made a number of new acquaintances and friends.

One grain cleaning machinery salesman—A. S. Garman, representing the Huntley Mfg. Co.

The bold brokers and machinery men monopolized all the lu-lus, and the Casino's lights went out.

Baltimore firms represented were G. A. Hax & Co., by A. A. Kuhl, and Louis Muller Co., by A. R. Dennis.

The Cleveland delegation included E. M. Folsom, A. W. Gibbons, F. C. Rae, H. M. Strauss and F. Teagle.

H. H. Rice, representing Nurdyke & Marmon Co., distributed souvenir medals of "America's Leading Mill Builders."

Any grain men who have known of the success or failure of farmers' co-operative schemes, which were organized by promoters will confer a favor by sending the facts in each case to J. W. McCord, Secretary of the Ohio Association, Columbus, O.

Toledo was ably represented by Chief Inspector E. H. Culver, J. Hodge of Pad-dock, Hodge & Co., R. P. Lipe, Fred Mayer of J. F. Zahm & Co., D. E. Parsons, representing C. A. King & Co.; F. W. Rundell of W. A. Rundell & Co.; E. L. Southworth of Southworth & Co., and W. E. Stone of Churchill & Co.

From Columbus were T. R. Herr, J. W. McCord of McCord & Kelley; W. M. McKnight; R. F. Miller, representing Percy H. Hynson; E. W. Seeds of Seeds & Co.; E. A. Storer of Storer & Co.; C. E. Switzer, representing Jas. P. McAlister & Co.; C. H. Tingley of Tingley Bros.; W. H. Tuthill of the Franklin Elevator & Grain Co.

Among others present were H. M. Allen, Troy; E. J. Baker, Monroeville; R. P. Barrett, Leesburg; C. F. Barnhouse, Morral; H. O. Barnhouse, Raymond; T. W. Baum, Duval; T. T. Beatty, Rattlesnake; J. F. Bennett, Melvin; H. D. Boroff, Dayton; J. Biebricher, Bellevue; L. L. Cass, Weston; J. P. Caskey, Portsmouth; J. W. Channel, Melvin; L. E. Chamberlain, Piqua; R. Chenoweth, London; J. E. Churchill, Leipsic; A. E. Clutter, Lima; J. S. Dewey, Blanchester; O. Edwards, Troy; H. L. Frese, Sherwood; C. M. Gray, Wooster; H. S. Grimes, Portsmouth; C. E. Groce, Circleville; H. S. Heffner, Circleville; C. R. Hopkins,



Custer; C. R. Hunter, Mechanicsburg; J. H. Ingerham, Spence; C. B. Jenkins, Marion; W. J. Jenkins, St. Paris; W. T. S. Kile, Kileville; H. W. Kress, Middletown; J. M. Maddox, Mechanicsburg; Wm. McLaughlin, Bellevue; G. McMorran, St. Paris; N. S. Mead, S. D. Mead, Marengo; J. B. Miller, Richwood; W. C. Mullally, Weston; M. Neal, Massillon; C. T. Pierce, Defiance; C. Rhonemus, Reesville; W. H. Riddle, Sedalia; H. W. Robinson; E. F. Sherman, Edison; M. A. Silver, West Jefferson; R. Turner, Avery; F. H. Tanner, Mansfield; J. Ward, Ashville; D. M. White, Climax; Geo. White, North Robinson; J. Wren, Deunquat.

### Rough on Oats.

United States Senator Henry M. Teller, of Colorado, who entered with much spirit into the recent debate on the Philippine tariff bill, is proud of the achievements of the Rocky Mountain states, and loves to tell stories of the vigorous frontiersmen who blazed the trail for American empire.

One story is of a farming community that had established itself on the sunset side of the Rockies. A number of farmers had gathered around the stove at the village grocery, and one of the company was reading aloud from a newspaper.

On account of the swarming of emi-

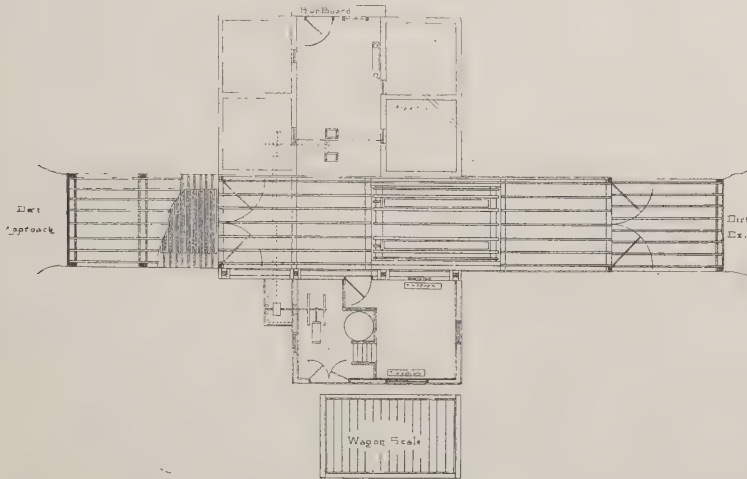
"but I know they're powerful destructive on oats."—Saturday Evening Post.

### Plan of Small Elevator.

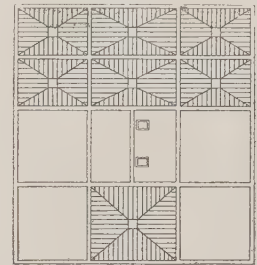
The plans reproduced herewith show the track elevation, right elevation, floor and bin plan of a small elevator.

The building is 26 by 28 feet, and 63 feet high from grade line to ridge of roof.

The driveway runs thru one side of the



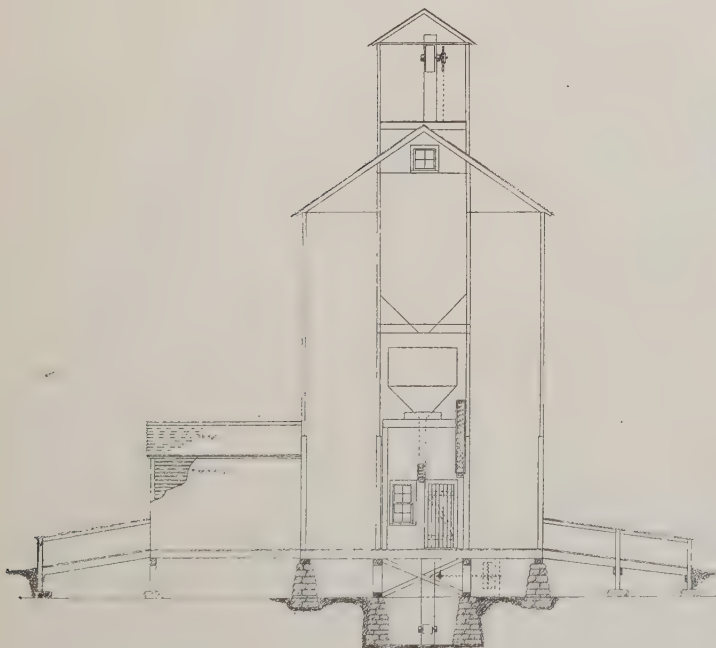
Ground Plan of Small Elevator.



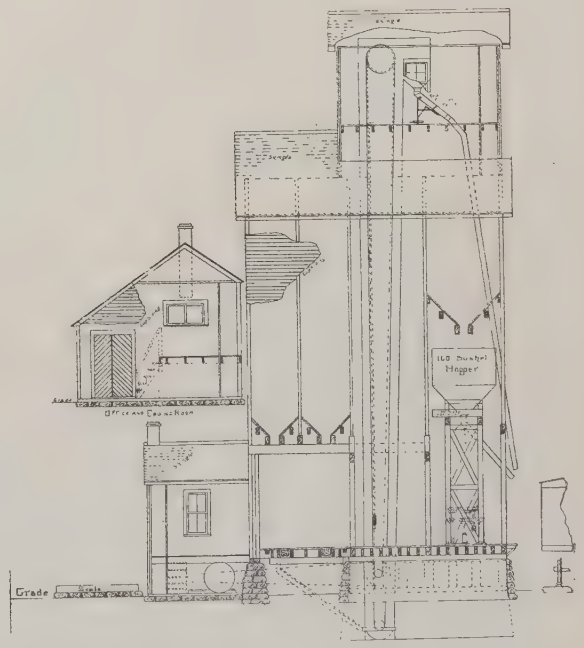
Bin Plan Small Elevator.

house, with bins overhead. Adjoining the driveway is an annex, 11x18, divided into two parts, the section with the elevated floor serving as the office and commanding a view of the scales; while the part level with the ground contains the gasoline engine and tank. The plan shows a side elevation of the office annex.

The boot of the single stand of elevators is close to the wagon dump, and the head discharges thru a No. 3 Gerber Distributor into any of the 12 bins or the direct loading spout.



End Elevation—Plan of Small Elevator—Side Elevation.



Rye is selling lower than corn largely on account of its limited feeding value. That it pays to feed a small quantity of rye is shown by results at the Wisconsin experiment station, the director of which, W. A. Henry, says: We feed 300 or 400 bushels of rye each year to various classes of farm animals. It is true that rye is not appreciated or liked by farm animals as well as most other grain. Generally, however, 2 or 3 pounds can be fed daily to horses and cattle and a pound or two to hogs with economy and success. Rye should always be ground.

grants toward the West, the paper stated, oats had become so scarce that the price had gone up in Denver to two dollars a bushel.

"What's em'grants?" interrupted a farmer.

A significant silence demonstrated that the query had stumped the community. Finally the grocer, whose reputation as the infallible oracle of the countryside was at stake, spoke up.

"I don't know 'zactly what these pesky em'grants is," explained that worthy man,

Weighing is done in a 100-bushel hopper, set on a scale of 60 bushels capacity. The walls are covered with lap siding, and the roofs of cupola, main building and annex are shingled. The plans were drawn by the Younglove & Boggess Co., of Mason City, Ia., for a practical country elevator to be erected at low cost.

A decrease of 13,428,000 bushels in two weeks suggests a healthy condition. But the volume of "wind" never decreases. —Pope & Eckhardt Co.



## ANNUAL MEETING OF ILLINOIS GRAIN DEALERS ASSOCIATION.

The ninth annual meeting of the Illinois Grain Dealers Association was called to order by President Costello, in G. A. R. Hall, Decatur, at 10:55 a. m., June 10, 1902.

Prayer was offered by the Rev. W. H. Penhallegon, pastor of the First Presbyterian church.

Three members of the G. A. R. quartet sang a patriotic selection. Mr. Robert I. Hunt of Decatur delivered the address of welcome. He spoke in part as follows:

Chairman and Gentlemen of the Convention: It is with considerable temerity that I undertake the task assigned to me this morning, to speak from this platform and to such distinguished guests. I feel that I am placed at a slight disadvantage and that this position ought to have been filled by the mayor of the city, he being the official gentleman that is entrusted with the keys. I wish to assure you that it is no fault of mine that I am not in that position. It is simply due to the fact that the political faction to which I belong is about 1,000 to the bad.

I would have you understand, gentlemen, that not only this meeting here to-day emphasizes the importance and affords justification for commercial organization; I call your attention briefly to the fact that the Phoenician traders of old, the forefathers of the modern merchant, built the cities of Tyre, and Sidon, and Carthage, and made them important markets on the borders of barbarism. The warlike Romans, entering upon a life of devastation, finally annihilated all ancient marts of trade and brought their people to barbarism and poverty. Within the time of our own history, we find that the Dutchmen of New York and the Puritans of New England were, in addition to great patriots, men of great capacity in the lines of trade. In fact, commerce has ever been the nursery of education and liberty. It for this reason that the privilege accorded me this morning is very great. It is for this reason, as well as others, that I am happy to be able to welcome you to a city of 25,000 inhabitants, with railroads starting in eleven different directions to every portion of this state. We have in the course of erection probably the largest corn oil mill in the world. We have, in addition to this, contracted, within the city of Decatur, in the year 1902, something like a million and a half for improvements. This includes a magnificent university made possible by the generosity of James Milliken, an \$80,000 library building and a new government building.

On behalf of this city, gentlemen, I have great pleasure in welcoming you here. So far as I am able, I give you the freedom of the city, and in behalf of the Merchants' Exchange of the city of Decatur, I bid you a most hearty welcome.

Mr. W. C. Johns, on behalf of the first post of the G. A. R. in the City of Decatur, extended a most hearty welcome to the dealers to the hall of the Grand Army of the Republic.

Mr. H. S. Grimes of Portsmouth, Ohio, vice president of the Grain Dealers National Association, responded to the addresses of welcome as follows:

Mr. President, and Gentlemen of Illinois, Iowa, Indiana, I do not know whether there are any other states represented here or not (cries of "Missouri"), Missouri and Chicago. (Laughter.) I assure you it is a pleasure for me to meet with you all, coming from the distance that I have. I can appreciate it much more after an all-night ride. Arriving in this city at 4:20 this morning, my first impression of Decatur was such as I never will forget. I had the impression that it was a fast town. Why! I got aboard a street car down here and the way that car came down the street was a caution. The driver of it seemed to care no more for the abrupt curves than he did for the lives of his passengers. I at once came to the conclusion that you had a live town. The welcome given us here by Mr. Hunt has verified that conclusion thoroughly, and I must say to you, or, rather, on behalf of Ohio, Indiana, Mis-

souri, Kansas and Chicago, that we all thank him from the bottom of our hearts.

Decatur, as well as most towns in the United States at the present time, is blessed. The prosperity of this country is far beyond the expectations of any of us. It knocks at the door of everybody. There is no one but what has an opportunity to grasp it. But I think Decatur is getting a little more than her share of it from the description that my friend Mr. Hunt has just given us. Now, think of it. In the first place, you get the Millikin University, and then Mr. Carnegie comes to your relief and donates \$70,000 to the construction of a library. Uncle Sam also has been kind to you. Uncle Sam is a pretty good fellow in some things, if he would give us a little bit better government crop reports he would be good in all things, but he has come to your relief and given you a government building.

I think the hearty reception on the part of the G. A. R. as given you by Mr. Johns and the hearty welcome given you by Mr. Hunt will be appreciated by the grain dealers. They are a very backward set of people and it required all the efforts on the part of Mr. Hunt and Mr. Johns to let you know that you were more than welcome to this city, and to this hall, especially the Chicago members, who are the most backward people that ever were in the grain business. Again, I want to say to the city of Decatur that the grain dealers thank you for the welcome and most surely will take advantage of it. I thank you, gentlemen.

The G. A. R. quartet sang the song "Illinois" and were heartily applauded.

Sec. H. C. Mowry proceeded to read the minutes of the last annual meeting. Upon motion, that, inasmuch as the proceedings of the meeting had been published, they be dispensed with, the reading of the minutes was omitted.

A motion was made to adjourn until after dinner.

F. M. Pratt on behalf of the Decatur Merchants Exchange invited the dealers to visit the Exchange to see their new room and have a cigar with them.

The motion to adjourn was carried.

### Tuesday Afternoon Session.

The afternoon session was called to order at 2 p. m. and the following committees were appointed:

On resolutions—S. S. Tanner, Minier; C. A. Burks, Decatur; Edwin Beggs, Ashland; H. H. Newel, Bloomington; I. P. Rumsey, Chicago; Theo. P. Baxter, Taylorville.

On constitution—M. J. Hogan, Seneca; B. S. Tyler, Decatur; F. L. Ream, Lostant; and S. Probasco, Bloomington.

Mr. R. G. Risser, Kankakee, Ill., was also appointed to act on the committee on nominations, but Mr. L. B. Wilson of Chicago, on behalf of the Chicago dealers, protested against his appointment and Mr. Risser's name was withdrawn from the committee.

Mr. Costello being absent for a short time, Vice president Baxter took the chair.

Treasurer F. M. Pratt of Decatur reported a balance June, 1901, of \$281.41; receipts for the year, \$5,047.50; disbursements, \$4,261.28, and a balance on hand of \$1,067.63.

Secretary Mowry read his annual report, from which we take the following:

#### Secretary's Report.

We are now gathered for the ninth time in annual convention. The affairs of the association are now in your hands, and will remain with you until the final adjournment of this meeting. Then they will

revert back into the hands of your officers for another twelve months. It is for you to adjust the machinery of the association, and to put it in good running order. I hope that this may be wisely done; so that the association may be more effective for good than ever before.

The information that you will have to act upon, you will receive from this document. Therefore I hope you will be attentive to the reading of every paragraph. There are many points and questions upon which you should be fully informed.

**MEMBERSHIP.**—Last year in our association we had 399 local dealers and 75 commission houses; total 474. Now we have 515 local dealers and 72 commission houses; total 587. A gain of 113. We have lost of our local membership as follows: Sold out, 39; withdrew, 8; died, 5; total loss, 52. We have taken in new members: 168 local dealers, 21 commission houses; total new members, 189. Sixteen commission houses withdrew. Seven went out of business. We took in 21 new commission houses. I have made no effort to get the commission men in as there are matters to be settled with the National Association before we make a strong effort in that direction. So our association now stands: 515 local, 72 commission houses; 587 total membership. Our association now represents about 1,000 elevators. There are quite 400 more elevators in sight, that should be in before the next annual meeting.

**FINANCE.**—At the beginning of the year we had in the treasury, \$281.41; received from membership fees and dues, \$5,047.50; total receipts, \$5,328.91.

**DISBURSEMENTS.**—Orders on the treasurer, \$4,261.28; now in treasury, \$1,067.63. The disbursements were as follows: Traveling men, Walter \$365.03, Lloyd \$1,680.89; total expenses of traveling men \$2,045.92; treasurer's salary, \$100; expense of last annual meeting, \$134.35; Review office books, \$30.65; badges for Des Moines meeting, \$24; campaign meeting, \$14.50; president's expense to Chicago, \$15; board meeting, \$30; directory, just issued, \$123.76; secretary's salary, \$900; capitation tax, \$438; secretary's expense, \$407.10; total, \$4,261.28.

Your financial matters have been managed with about all the prudence and economy that could be used, and it is my opinion that the state can never be handled again for the same amount of money; that is, if the good work is kept in motion. The wheat part of the state has never been organized, and they are anxious to be organized, and to come in with us. When we take them in and get in the dealers in the corn part of the state that should be in, then our expenses cannot be less than \$6,000, but our income will be larger in proportion.

There is another point to be considered. This association has never had a secretary who filled the office of secretary for what there was in it. Such men as Marston, Baxter and Tyler, who are known to have first-class ability, were none of them hunting a \$900 job for the profit, but the time may come when you will have to pay for the worth of the men the same as some other organizations are doing. So all in all, I do not see how you can reduce the dues.

Your traveling man is now costing at the rate of \$3,000 a year. He is a first-class man for that purpose and could command all we pay him elsewhere.

Quite early this year the president of the association and myself decided to try to save \$1,000 toward a fund of \$5,000, which this association ought to have. I believe it is good policy to keep the dues up until we have the state thoroughly organized and a fund of at least \$5,000 in reserve. Gentlemen, the Illinois Grain Dealers' Association has come to stay.

**TRAVELING REPRESENTATIVE.**—I had no helper to speak of, that was any benefit to me or the association until the first of last November, when Mr. A. W. Lloyd was hired. Since that time Mr. Lloyd has done good work for the association. With 11,000 miles of railroad, he and I both working, find it impossible to see you all very often.

**NEW DIRECTORY.**—I think you have all received a copy and I hope it will be appreciated. Whether it has or not, it has taken an immense amount of labor to get it out. The changes all over the state have been so rapid and numerous that it will not be found exactly correct, and I suggest that every two or three months a supplement be sent out, with any other information the secretary may have for the members.

It will be found that there are names on the book that some will say should have been omitted; and it will also be found



that there are some names omitted that others will say should have been on the book. We have tried to put on only reputable grain dealers; wherever doubts have occurred, we have investigated the matter, through reputable dealers in the same vicinity. I assigned the large part of this work to Mr. Lloyd and agreed with him that he was to have all the glory, and I to take all the kicks.

**LOCAL BRANCHES.**—We have about eighteen local branches in the state, nearly all of them are doing well, and I might say some are doing splendid. Some locations are much better adapted to these branches than others. Where the dealers are all working on about the same rate of freight I find these branches are the most prosperous.

**RAILROADS.**—In the association work we have been treated very nicely by nearly all the railroads. Favors they have granted us cannot be expressed in a meeting of this kind, and here let me say that a very large part of the work done by the secretary and traveling representative, are of such a nature that we cannot express them to you who are employers. One thing more about the railroads. I made a strong effort with both passenger associations for reduced passage to this meeting. They both granted me a one and one-third rate, but upon such conditions that I could not comply with, and I accepted the rate and asked them to waive the conditions. They have not yet done so, but I hope they will do so by the date of the meeting, which is nearly three days.

**ARBITRATION.**—Our arbitration committee have done all they have been asked to do this year, but a very large number of cases have been left to the secretary. This comes a little hard on the secretary, with all his other duties. However, with one exception, all parties have seemed to be satisfied with the decisions I have rendered.

I hope the arbitration committee will be appointed for next year in the near proximity to each other, so they may get together without so much loss of time and money. This would relieve the secretary quite a little, but the worst feature of arbitration that we have to contend with is that we have a few members who, when they are asked to arbitrate some difference will lay back and say that they have nothing to arbitrate. This matter is to be discussed in this meeting and I hope some conclusion will be arrived at, as to what shall be done with members who refuse to pay or arbitrate.

**NATIONAL ASSOCIATION.**—At our last annual meeting this association voted to affiliate with the National Association, and that was all there was done. There was no supplementary action taken by our association in regard to several points that have a bearing upon the affiliation of the two associations. The National on its part has done all it agreed to do, or was expected to do. While on our part I have found it quite impossible to do what the National officers have expected us to do. Now, in order to adjust these matters satisfactory to both parties, both parties should be present when such adjustments are made.

The National directors have full power to act on their part and now I would suggest that our directors be instructed to meet the National directors with full power to act. Then I believe all differences can be adjusted. A National Association has become a necessity, and it must be of a nature of a head center, through which all the state associations can act.

You have all heard of the annual National meeting to be held at Memphis, Tenn., in October. You also heard of or participated in the great meeting last October at Des Moines, Iowa. That was the great event in the lives of many grain men. Well, we hope to make the Memphis meeting as big as the one at Des Moines, and we hope for another thing—an Illinois train of at least ten coaches, with a first-class band of music that has tendered their services gratuitously. Many thanks to the National for the pleasure we enjoyed at Des Moines.

A. W. Lloyd, traveling representative for the association, read an interesting report of his work.

Mr. Baxter, chairman of the settlement committee, made the following report:

Reference was made by our secretary to an experience he had where some of the principals had refused to arbitrate. The committee of which I am chairman was meant to hear grievances and adjust differences. The papers in this case were sent me by the secretary for adjustment.

I corresponded with the parties, but failed to get responses, except, I believe, with one exception. I got a reply saying that he would take the matter up, and gave me the assurance that it would be settled between themselves. Four or five others whom I addressed on the subject, stating I had claims and matters for adjustment, I received no reply from. Hence, I returned all the papers to Secretary Mowry; if he has done anything with them, he can tell you. This is the extent of the work done by my committee so far as I am concerned. I had no reason to call the committee together, not being able to get responses from the parties whom the claims were made on.

President Costello: It will require a long train to haul the members of the Illinois Association to the annual meeting of the Grain Dealers National Association. I am very much in favor, gentlemen, of chartering a train to take the members of the Illinois Association to the National meeting free, and let the expense of that train be paid by the association. This may seem a little heavy on first thought, but on second thought it will appear that we will come out with a profit. We will gain from one to two hundred new members. We will collect all our dues up closely. We will be able to pay for our train and have a neat sum left. I have assurance from the railroad



Director Geo. A. DeLong, Foosland, Ill.

companies of only one thing. They as yet will not say whether they will run a free train or not. They do not know. But they will make us the very lowest possible rate they can. It will only cost us a small sum for the accommodation of the Illinois Association, and we are amply able to do it. The manager of one of the best bands in the country has offered the services of his band free of charge and they are willing to defray any expense they are put to outside of transportation. (Applause.)

S. S. Tanner: If there is any man in the State of Illinois who would not take advantage of a snap like this, I am sure he does not belong to the association, and is not worthy of the association or its members. I think myself it would be a good advertising scheme. I suppose there would be a little extra expense other than to pay for the train. I suppose our secretary would have to have an assistant to take care of the dues coming in. I believe it would be a good advertising scheme and self-supporting. Should we have a new president elected to this association, we trust he will honor Mr. Thos. Costello with being the chairman of the committee, and I know Tom will get us

down to Memphis as cheap as possible, if he has to walk us down. There is room for no dissension on this one point. There is not a man in this vast audience that would dare to lift his voice against the proposition. If he did, he would be hooted down. I do not think at this time that any motion would be proper, but we will just risk it anyway. So., Mr. Chairman, I move you that we take a vote upon the proposition and that proposition to be worded thus: "I move you that we favor the chartering of a train by the next Transportation Committee, which shall be appointed by the next president, to secure for the members of the Illinois Association transportation to and from the annual convention."

Objection to the motion was made by one member on the ground that it admitted members of the association only to the free train. He thought the wives of members ought to be admitted. Secy. Mowry stated that the wives were considered as members.

B. S. Tyler: I am very heartily in favor of this motion, but it strikes me as being somewhat indefinite. The State of Illinois is a large state. We are chartering a train in the state to go somewhere. Where are we chartering this train from? Do I have to walk to Chicago or St. Louis? Would it not be well to mention in this motion where this train is chartered from?

Mr. Costello said: We have figured to start the train from Chicago and run as near as possible through the central part of the state, and make stops to accommodate our members. The transportation committee will try to arrange that so as to be as convenient as possible for all.

S. S. Tanner: With the consent of the second we will accept the amendment to that proposition reading "from Chicago over the road that may be designated by the Transportation Committee hereafter."

The motion as amended was carried.

Mr. Mowry: As I stated in my report, the Des Moines meeting was one of the events of our life. I do not believe we shall be any worse off at Memphis. We have never been together, we have never thanked the National Association for what they did. The Secretary came near working himself to death and did all he could for us. I move that a vote of thanks be extended to the National Association and Charles S. Clark for the pleasure we had on the Des Moines trip, also the Northwestern Railway.

The motion was carried unanimously.

The meeting then proceeded to the election of officers.

Mr. H. N. Knight, Monticello, was nominated for the Presidency and unanimously elected.

Mr. T. P. Baxter, Taylorville, Ill., and Mr. Edwin Beggs, Ashland, were nominated for the vice-presidency. The result of the vote on these two names was 63 to 57 in favor of Mr. Beggs.

Mr. S. S. Tanner: The success of this association during the past year is one of the best guarantees we have for the future. We have reached a time in the organization when its affairs cannot be trusted to a novice. We need a man who is skilled in Association work and I believe there is no man in the Association who would be willing to entrust it to untried hands. Our old Secretary's behavior in past years is of sufficient guarantee to us that our interests will be guarded advantageously. With his fearless character nothing will assail him that will be cast aside. I believe it is our duty not to be



content with "No" from him, but that we demand the continuance in office of that old veteran in the trade, that old veteran whose hair has grown white in the settlement of differences among the grain dealers of Illinois. So I nominate for this position H. C. Mowry of Forsyth.

Mr. Mowry: Gentlemen, I do not rise to decline as I had thought to do some time ago. The President and I have got things in pretty good shape and had a talk together and decided that it would not be best for both of us to step out now. I have held offices that were honorable. I have worked for Uncle Sam. I have had honors bestowed upon me in my life time, but never a greater one than you have given me here to-day. I am getting old now, that is, I am told so by my wife and other ladies. (Prolonged laughter.) You need a younger man for this position. I am getting along in years and I do not see any young man that is looking for the place now. Whenever my health breaks down so that I am not able to properly care for the duties of the office, I will leave you as secretary. I hope always to meet with you, for a hundred years to come. As long as I feel as well as I do now, I will continue in your service. Anything I can do for this association I shall be glad to do, but I should not be doing you justice if my health gave out. If I continue to feel as well as I do now I shall serve you throughout the year. Not many more offices can I hold, and the confidence you have shown me to-day is such that I shall never forget it as long as I live.

Mr. F. M. Pratt of Decatur was elected Treasurer.

Mr. Knight spoke as follows: Mr. President and Gentlemen, of the Illinois Grain Dealers Association: I deem it a very great honor to be called to preside over this, the oldest association of its kind in existence, and I thank you very much for the nomination. The policy of the last administration has been very successful and I will endeavor to carry out their policy. I thank you.

The election of directors resulted in the following directors being chosen:

Wm. E. Kreider, Tonica; Geo. A. DeLong, Foosland; J. M. Camp, Bement; E. R. Ulrich, Springfield; E. S. Greenleaf, Jacksonville; Theo. P. Baxter, Taylorville.

Mr. S. B. Sampson, Secretary of the Indiana Association, read an interesting paper on the Advantages of Being Affiliated with the National Association.

Mr. Charles S. Clark of Chicago spoke on the work of the different state associations.

The next subject on the program was the discussion of the question, Our Local Divisions—How Can They Be Improved? Messrs. Geo. C. Dunaway, Utica; Jno. C. Baker, Manhattan, and P. A. Felter, Eureka, were slated for addresses on the subject, but none of them were present, and no one volunteered to speak on the subject. Mr. W. N. Hirschy was called upon. He thanked the gentlemen for their kindness in calling upon him, but stated that he had not come prepared to make a speech and had nothing to say on the subject.

Mr. W. B. Harrison of St. Louis spoke as follows on Terminal Weights—How Shall They Be Improved?:

I have an explanation to make to you, gentlemen. I am here to represent Mr. Graham, owing to the fact that at 5 o'clock yesterday afternoon a business appointment detained him at home. He requested me to come here owing to the fact that I am one of his co-workers on the weighing committee appointed by the St. Louis Mer-

chants Exchange. Permit me to say that it seems a little peculiar that whenever the grain question is brought to the front by these associations, it seems that St. Louis has got to stand to the front and give an account of her weights. I am here, however, to state to you that St. Louis is not backward in declaring her position on the question of weights. The question before us can be answered in very few words, and that is for every consignor of grain to any terminal to consign his grain direct to some recognized public elevator. In this way you do away with the stopping of your grain on the tracks of the terminal yards wherever they be, and especially in St. Louis, where the shippers of Illinois are more especially interested. There, as you know, when grain is accepted for sale it is sampled and left on the track, doors sometimes left unlocked, and it is there for twenty-four or forty-eight hours without being under the special care of anybody. Within the past few months, I may say within the past twelve months, the St. Louis Merchants Exchange has undertaken to counteract in part, so far as it is able to do so, this great evil. I take it that you, especially the shippers to East St. Louis and to St. Louis, would like to know just what we have been doing toward the changing of some of the conditions that have existed. I fear not to say that you have gotten as fair returns in values and in weights as you have gotten in any other market, and, as an evidence, I know of one or two houses that have handled grain that came from Chicago direct to St. Louis, and it was all weighed under the supervision of weighing committees and some grain was weighed in regular elevators in St. Louis, and I have never yet heard a complaint of weights on these cars, which shows to me, and it should to all of you, gentlemen, that it is not biased and that you can expect to get fair and just weights when it is weighed at the terminals in St. Louis.

The St. Louis Merchants Exchange, in the last few months, has organized a "Weight Bureau" under the special guidance and direction of the St. Louis Merchants Exchange. We have employed the best experts that can be found in the country. We have sent to Chicago, Toledo and Peoria. We have closely studied their methods, and having this foundation, we have hired three of the best men that could be had in the city of Chicago and have instructed them to help and educate our men that we have assigned to the different elevators for the purpose of satisfactory supervision, so that all grain assigned to St. Louis shall be carefully weighed. That we might carry out this project, the Merchants Exchange has placed behind us \$10,000 in cash to make up any deficiency that may arise. We have under contract now twelve men assigned to the different elevators. Some of them, I am sorry to say, have not been permitted to enter the houses and elevators in East St. Louis and we propose to handle this at the right time and in the right manner.

But the information has come to us with the past forty-eight hours that an effort has been made to interfere with our carrying forward the project we have just started. The movement has been started in Springfield. I learn, as one of the committee, that within the past week steps have been taken by men, politicians, connected with your state railroad and warehouse commissioners, and I understand that they propose to put their own partisans at each one of these elevators and drive us out of the field if they can. We will bring, in proper time, before your committee on resolutions a request that you endorse, if you can, conscientiously, the efforts that St. Louis has made to rectify any faults that may have existed, and that you help us to stop any attempt made on the part of these politicians to put a blockade in the way of successfully transacting our work. We realize that St. Louis is one of the great and largest markets for cash in grain in the west, second only to Chicago. We now have most beautiful crops on both sides of the river. We expect to handle very largely of your grain down the Mississippi River in our barges, and we can only hope to be successful in this effort by your co-operation and endorsement of our efforts to carry to a successful end the efforts which we have made.

I thank you very much, gentlemen.

Secy. Mowry read the following telegram from Geo. H. Phillips, Chicago:

Kindly express to the members of your association my regrets in not being able to meet with them, as intended, and assure them of my sympathy with their work and best wishes for their continued success. Had it been my privilege to respond to the toast so kindly assigned me, you may rest

assured my voice would have been raised in the interest of the associations, believing that their success in the grain market means success to the farmer and to all commercial interests.

Mr. H. A. Foss, Chicago Board of Trade Weighmaster, arose and said that the Illinois Association ought to help St. Louis all possible. He advised the St. Louis people to continue in the work as they had begun, unanimously and harmoniously, and urged them to keep in the middle of the road, not swerving to the right or the left and if any heads got in the way to knock them down.

Mr. Geo. A. Stibbens, Secretary of the Grain Dealers National Association, spoke as follows on some of the practices of Chicago inspectors:

Mr. Chairman and Gentlemen of the Illinois Grain Dealers Association: Being secretary of the Grain Dealers National Association, about the first of May I commenced to make an investigation of the railroad yards in the city of Chicago and also of the inspection yards. I would like to see this association adopt strong resolutions endorsing what Mr. Harrison has stated to you, because if the railroad and warehouse commission takes charge of the weighing department in East St. Louis, I believe you all know what it means. I have some correspondence here I would like to read to you that I have had recently with the railroad and warehouse commission in regard to the inspection department in the city of Chicago mutilating grain car doors. The correspondence will give you a fair idea of the investigation that I have made and I desire to say that in making this investigation I had a man accompany me, who is familiar with all the investigations and I can prove every statement that I set forth in this correspondence.

I would be glad to have you adopt a resolution to this effect and forward to the Governor. We have taken the proper steps, I believe, to have these conditions remedied by the railroad and warehouse commissioners and they have not seen fit to do so, and the only recourse left to the grain dealers of Illinois now is to take it up with the Governor.

Mr. Bidwill, Chief Grain Inspector of the Chicago Grain Inspection Department, spoke as follows:

I am very thankful to be here amongst you to-day. In regard to the inspectors of my department knocking off the doors of cars, will say that when this matter was called to my attention, I called in the inspectors on these several roads. They reported to me that, and I know it to be a fact myself, many grain shippers load cars so tight to the roof that the doors have got to be knocked off in order to get in them. In regard to calling the attention of the railroad and warehouse commissioners to this matter, will say that Mr. French referred it to me. I immediately set about to incorporate in the new rules that all inspectors of grain on track must be careful, when it is necessary to knock off car doors, to see that they are replaced, after entering the car. I assure you that it is not necessary to say any more about that. The grain inspection department and the inspectors in that department will be very careful in the future about knocking off car doors and leaving them off. I will strictly attend to that, and, as I have stated, I have placed it in the rules, without being ordered by the railroad and warehouse commission. Therefore that is already taken care of and is in the new rules that will be out in a week. There is nothing that you people can call to my attention regarding errors in my department that I won't give attention to. It is very true that time and time again it is impossible for the inspector to get in the cars without knocking off the doors. When I was track inspector the railroad sent a man after the inspector to place the doors on. Now that this is in the rules there will be no more trouble.

Mr. W. H. Suffern spoke in part as follows on "Arbitration and Adjustment of Differences Between Shippers and Receivers. Can Such Arbitration be Enforced? How?":

I have no set speech prepared. I will say, however, that arbitration as a means of settling disputes is growing in favor between individuals, between capital and labor and between firms and individuals. It is the scientific and civilized way of adjusting differences. It is also essential that



the arbitration committee should be composed of men having a knowledge of the usages and customs of the grain business, and a knowledge of the law. Such a committee is much better qualified to do justice to all parties than a jury of six men in a Justice of the Peace Court, which is usually composed of men who have no regular business; who are usually ignorant of all business usages and of all law governing questions which arise between buyer and seller. They are better qualified than twelve men in a jury in the Circuit Court, who are often selected for how little they know rather than for their intelligence. An arbitration committee composed of three well-informed men of high standing is competent to settle all differences arising between merchants. It is difficult for a stranger to get justice in a Circuit Court. Within the last two years we had a difference with a shipper in an adjacent county. We were very anxious to have the matter arbitrated. We offered to leave it to the arbitration committee of the Illinois Grain Dealers Association, but this party, knowing he could depend upon a jury to free him, refused to arbitrate. We have had the case in the Circuit Court and the Appellate Court. We lost the case in the Circuit Court and upon appeal the Appellate Court reversed the decision and the case was sent back for a new trial. We then asked for a change of venue. We finally called in additional legal talent in the case from a source where we felt confident we could get a new hearing. We secured the new hearing and finally secured change of venue to a new county. The total amount involved in this case is \$65. We have already been to \$125 expense. The defendant in the case has already spent not less than \$200. All this could have been avoided, if the matter had been brought before an arbitration committee. Further than that, we are not through with this case yet. We are determined to collect the \$65, no matter what the cost is, and we think in the end we will succeed. Such conditions as this between buyer and seller are not necessary and should not be. We are in favor of arbitration in all matters. We feel that it should be the rule with this association and the law of the land, in fact, the rule of all associations, to arbitrate differences. Men who are intentionally dishonest take advantage of this state of affairs, knowing that we cannot go into the courts and collect what is due us. There are different classes of dishonest men, some men are intentionally dishonest; but we have found through seventeen years of experience in the grain business that the majority of differences arising between parties is due to ignorance of trade rules, and I feel that this association cannot afford to get along without fulfilling its purpose to arbitrate differences.

In think this association should make it a rule to compel members to arbitrate a difference and then every receiver in the the country belonging to the association, or to the National Association, should be willing to arbitrate their differences as well as the shipper, and if they refuse to arbitrate, they should be expelled from the association. When they are expelled from the association their names should be published and transmitted all over the country and to the leading business men of the state that So and So has refused to submit a matter to arbitration. We have had some rather vigorous experiences in collecting accounts. We have tried the courts and found that that method was unsatisfactory and unprofitable. We have gone out and demoralized a country merchant, driven him out of business, and, finally, in the end have lost him probably four or five thousand dollars. This is one way to demonstrate to a man that it is cheaper to arbitrate than it is not to arbitrate. There are four or five members of the Illinois association who owe us money at present. I think we will get the money in the end, although I do not know how we are going to get it. We would rather not have any business with any man who is unwilling to arbitrate, whether he be a member of the Illinois Grain Dealers Association or any other association. Gentlemen, I thank you.

Mr. S. B. Sampson related a case wherein he had compelled some parties who were not members of the Indiana Association to arbitrate.

Several members gave their opinion of the growing crops and stated that from their observations corn was in excellent condition. Oats also were reported in about as good condition as they ever were with a slight tendency to be a little rank where the soil was very rich. Wheat is in good condition, although the acreage is

not very large. The pastures were also reported to be in good condition. A few expressed themselves as believing that considerable corn still remained in farmers' hands.

### The Banquet.

The banquet was held in Turner Park. Two tables on the stage were prepared for the officers, the speakers and ladies. Six long tables in the auditorium accommodated the banqueters. The banquet was served by the Dorcas society. The menu consisted of:

Pickles	Olives
Radishes	
Veal Croquettes	Potato Chips
Rolls	
Roman Punch	
Cheese Sticks	French Peas
Ice Cream	Coffee
	Ice Tea
	Cakes
	Cigars

J. W. Radford of Chicago distinguished himself as Toastmaster. The first toast was "Our Country, May She Ever as Now Be the Light of the World." It

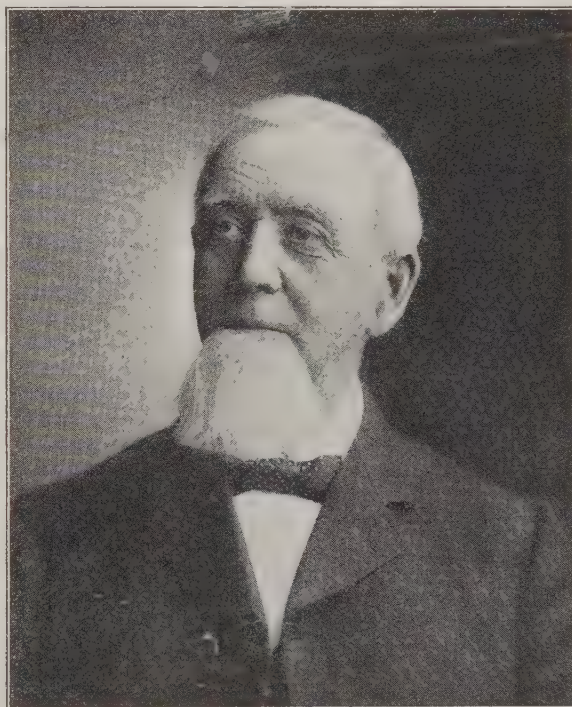
city of forty years ago and predicted that the St. Louis exposition of 1904 will surpass in magnificence and grandeur the Columbian Exposition of Chicago.

Mr. B. Z. Taylor of Decatur, representative of the Weare Commission Co., responded to the toast, "Board of Trade Versus Bucket Shops." He referred to his past connection with bucket shops and stated that he had swapped horses and hoped some day in the not distant future to become a member of the Board of Trade himself.

Mr. B. S. Tyler of Decatur spoke very wittily and entertainingly with "Leaven Come Eleven" as his theme. He referred to the meeting of eleven grain dealers in Springfield to organize the association, and how it had been leavened until it had grown from eleven to seven times eleven and several times seven-eleven.

Geo. H. Phillips of Chicago was not present to respond to the toast "The Bull and the Bear."

Rev. W. H. Penhallegon of Decatur entertained the dealers with an interest-



Director J. M. Camp, Bement, Ill.

was responded to by S. S. Tanner, "the Chauncey Depew of the Illinois Grain Dealers Association." His remarks, which were of a patriotic nature, were heartily received.

"Our Business, to Feed the World," was responded to by Chief Grain Inspector E. H. Culver, of Toledo, who dwelt more especially on the commerce of the Great Lakes and the part Toledo takes in it.

Mr. Grimes, of Portsmouth, Ohio, was called upon to respond to the toast "From Boyhood to Middle Age in the Grain Business." He stated that he was not prepared to speak on the subject and that he would, contrary to his general practice, "Go way back and sit down."

Mr. Bidwill, Chicago Chief Grain Inspector, was to have responded to the toast "What Has Become of Old Ft. Dearborn?" but he had departed for his own fort earlier in the day.

Mr. H. R. Whitmore, of St. Louis, spoke on "What Will St. Louis be in 1904?" He referred to the difference between St. Louis of to-day and the small

ing and amusing address.

Mr. H. S. Greeley of Chicago was the next to speak. He stated that he found himself in a somewhat awkward position as he was not in the habit of following a minister. He advocated a spirit of brotherhood among the dealers in their strivings together to make money.

Mr. J. M. Camp of Bement, Ill., was on the program, but was not present.

### Wednesday Morning.

The first session of the second day's meeting was called to order at 10:10 Wednesday morning.

An address was to have been made by President W. S. Warren of the Chicago Board of Trade. As he was not able to be on hand Mr. Greeley was called upon. He stated that in his opinion the Illinois Grain Dealers Association ought to devote some time at each of its meetings to consideration of the important economic questions of the day. He urged government by direct vote of the people instead of by representation (which, he stated, in



many cases in our country had proved to be misrepresentation), government ownership of railroads, and dwelt on the danger of commercial combinations, as conducted at the present time, to the public welfare.

Mr. H. R. Whitmore, of St. Louis stated that he was not prepared to speak on the subject which he was assigned to on the program, but made some remarks emphasizing the previous statements of Mr. Harrison and urging the grain shippers of Illinois to help the merchants of St. Louis in their efforts to perfect their system of weights and inspection.

Mr. J. F. Courcier, of W. H. Small & Co., Evansville, Ind., spoke, calling attention to the fact that shippers and receivers had formerly been of the opinion that the fellow on the other end of the line had the knife out for them, ready for every opportunity to take advantage of the other. He stated that in his opinion conventions of grain dealers such as this one, in which the dealers could meet and interchange ideas and experiences, was the only way to bring about a spirit of fellowship and harmony between shippers and receivers. He called attention to the advantageous geographical situation of Evansville for the handling of grain from the north to the south. The railroad facilities, he said, were good, and while there was not as much money invested in Evansville as in St. Louis or Louisville, he had recently been informed by a railroad representative that she was doing more business than any other city handling grain from the north to the south, in proportion to the money invested. He assured the dealers if they came to Evansville they would share in the hospitality equally with those who had gone there in the past.

Mr. T. P. Baxter spoke as follows regarding mutual insurance for grain elevators:

Gentlemen, the question of mutual insurance has been one that has been considered by a great many. The idea of mutual insurance has been proposed many times by many different individuals. You all are aware that in the past few months the rates have been advanced by the old line insurance companies, all over the country, in all the states. I am informed that several of the state associations are working with a view of reducing the cost of their insurance. The idea of national insurance and a national grain dealers mutual insurance company is being considered.

One of the Iowa associations, the Nebraska association, the Indiana association and the Ohio association are now considering the mutual insurance question. Mr. Grimes, who addressed you yesterday, intended to make remarks on that line and to tell you what is being done in the state of Ohio by the Ohio Association, but was not given time. He requested me to say to you that they have in force now over \$200,000 in policies in a mutual of their own. They feel that they will succeed, but they realize that they are too small to have the greatest degree of success. They hope that this meeting will appoint a committee to investigate, to communicate and confer with the various secretaries of the associations throughout the country with a view to organizing a grain dealers national mutual insurance company. He stated that all the policies now in force by the Ohio association will be cancelled and taken in and turned over to the national, if one is gotten up.

Now we have present Mr. Clark of the Grain Dealers Journal and Mr. Stibbens of the Grain Dealers National Association, both of whom are more or less familiar with the agitation going on throughout the country on this question, and I have requested the president to give them an opportunity to make such remarks and to give such information as they have.

So far as I am concerned, the elevators that I have an interest in, we have been insuring for a number of years with the Millers National of Chicago. It is a mutual, and we like it. We have been insuring with them for eight years. We have a policy on each of our houses with that company. Knowing what I do about them

and their methods, it occurs to me that a mutual of our own would be as good or even better. Some of the flour mill mutuals will not take grain elevators at all. In my opinion there are not enough mutual companies in the country to afford the best and cheapest protection to the operators of the grain elevators of the country. So far as I have made inquiries, I am in favor of this body making a committee at least of inquiry on the subject. I would be glad to hear from Mr. Clark and also from Mr. Stibbens on the subject.

Mr. Clark of the Grain Dealers Journal addressed the dealers on the question of mutual insurance.

Secy. Sampson, of the Indiana Grain Dealers Association spoke as follows on the subject:

The Indiana association, in the meeting in which it organized, discussed the question of mutual insurance in a limited manner. When we had been organized two months, in a meeting of our board of managers, there was a committee selected to canvass the matter of mutual insurance. This committee took the pains to get a copy of the laws of Indiana governing the question of mutual fire insurance. They also communicated with the different mill mutuals, and the chairman of the committee is a very shrewd business man. He asked me about employing an attorney to assist him, and I took the matter up with the board and they thought best, if we proceed to proceed in the right manner, so we employed an attorney and drew up a plan of incorporation under the Indiana laws, to be submitted at a future meeting of the board of managers. The committee then turned the matter into my hands for future reference. I took particular pains to inquire into this matter, of the different mutuals in operation and found that it was impossible for them in the milling business, accepting both mill and elevator business, to get enough desirable risks so that mutual insurance could be written on an extended basis in one state to make it a success. I also conferred with a party that has been interested in mill mutuals about this matter, and he pointed out to me wherein it was impractical, under the law of Indiana, to organize and solicit business in our state and other states, which we would have to do in order to make it a success. After thoroughly considering the matter I have about decided upon the report that I will submit to the board of managers for their approval. It will be in substance as follows:

That it is impractical for Indiana or any other one state to take up this work and push it to a successful conclusion. Inasmuch as other associations have commenced work along this line, that we defer any action until we can have a conference with these committees with a view to organizing a mutual insurance company, composed of the grain dealers throughout the other states. In that way we will accomplish two ends. We can have a selection of our risks so that we can write desirable ones and not be obliged to accept the undesirable ones. We can have enough business and enough revenue to create a reserve fund and also an expense fund, so that we can employ a man who is thoroughly familiar with elevator insurance to manage this company. If we organized in the state of Indiana or any other state the reserve fund would be small and the expense fund small. Consequently, the matter would have to be placed in the hands of a man whom you could pay for that amount, and in placing the management in such hands, you run the risk of getting the management in unwise and untried hands, and not only that, but an insurance company, to be successful, must be entirely free from grain dealers' organization influences. You can readily see that the man who is a member of a grain dealers' organization, and had an elevator that he wanted to insure and that elevator was not desirable, it would make him sore at the organization for turning him down.

We are to have a meeting of our board of managers soon. As I have before stated, I have decided to make this recommendation and I would be very much gratified if your association would appoint a committee to confer with us with the idea of organizing a grain dealers' national mutual fire insurance company. I think it is very practical.

Mr. Stibbens: Gentlemen, I do not believe it is necessary for me to take up any of your time in regard to this insurance matter. The only suggestion I have is that this organization appoint a committee to confer with other associations in regard to national insurance. I want

to assure you, gentlemen, that if this national insurance company is formed it will be entirely independent of the Grain Dealers National Association.

Thomas Costello: It seems to me it would be a good idea for our new president to appoint a committee to learn what they can to report at the next meeting, to meet the different underwriters and also to have a report made up, of any information they can give us regarding national insurance.

Mr. Baxter: I move that the President appoint a committee to investigate and to report on the lines suggested.

The motion was carried.

The following report of the Committee on Resolutions was read by Chairman Tanner and adopted:

#### RESOLUTIONS.

WHEREAS, The Silent Reaper, Death, has removed from our numbers the following members during the past year: W. B. Probasco, Paul Smith, Jas. P. Smith, Morris Rosenbaum, E. F. Norton, John Spellman, D. H. Winans and B. F. Walter; therefore be it

Resolved, That this association deplores the loss of their wise counsel and assistance and extends to their bereaved families our sincere sympathy.

WHEREAS, The attention of the Illinois Grain Dealers Association has been called to the vicious practice of the State Grain Inspection Department of Chicago in the mutilation of grain doors, thereby causing the loss to the grain shippers of this state of thousands of bushels of grain annually; therefore, be it

Resolved, By the Illinois Grain Dealers Association in convention assembled, that they call the attention of the Illinois Railroad and Warehouse Commission to this fact with a view of having them adopt rigid rules holding the track inspection department accountable for the injury and loss caused by the present practice of this department.

WHEREAS, The grain dealers of the state of Illinois, also the sister associations of the states of Missouri Iowa, Nebraska, Kansas and Oklahoma, both individually and in conventions in the past, have exerted themselves most strenuously in an effort to secure such a system of weighing at St. Louis and East St. Louis as would properly safeguard the interests of all shippers to those markets; and

WHEREAS, As a result of such efforts on the part of the grain dealers of the above named associations, the Merchants' Exchange of St. Louis has undertaken to inaugurate, and, as a matter of fact, have already installed, a system of supervising all of the weighing of grain at those points by regular sworn and salaried experts supervising, and thereby assuring the success of the plan we have so long worked for; therefore be it

Resolved, That the Grain Dealers Association of Illinois, in convention assembled, do heartily approve and indorse the proceedings of the Merchants Exchange of St. Louis, and most earnestly protest against any action on the part of any person or persons whatsoever that would retard or embarrass the present plans and arrangements of the said Merchants Exchange; and be it further

Resolved, That our State Board of Railroad and Warehouse Commissioners be earnestly requested by this convention to support the said efforts of the Merchants Exchange of St. Louis by refraining from any action tending to establish state weighing in the city of East St. Louis, at least until the plans of the Merchants Exchange have been fully tested and found wanting.

WHEREAS, We have noticed the continued and persistent efforts on the part of the Chicago Board of Trade to disrupt and eradicate from our commercial life that pernicious, dangerous, illegal system, known as bucket shops; and

WHEREAS, We realize the importance to values of grain in well established and honestly conducted markets, as opposed to a bucket-shop system which is operating against the law, in opposition to public policy, and in its indirect influence detrimental to all legitimate commercial welfare; therefore be it

Resolved, That we commend the Board of Trade in its determined work, and stand ready to offer it our efforts and encouragement in maintaining our state laws in this movement, and in convention assembled



we extend to President Warren our sincere appreciation of his good work in this bucket-shop crusade.

RECOGNIZING the importance of a thoroughly honest inspection as one of the fundamental factors in our commercial relations, both locally and in foreign markets, it has always been the effort of this association to encourage and maintain fairness and honesty in the grading of grain; and

Whereas, The Chicago Board of Trade has seen fit to incorporate in its rules a disapproval of sulphured grain as deliverable on contracts, unless mutually agreed between parties to such contracts; therefore be it

Resolved, That we approve such a course by that board, and consider that in such action it has established a precedent which should be universally adopted by all the grain exchanges of our country.

WHEREAS, Great labor and expense have been devoted by this association in obtaining a correct list of all regular grain dealers and shippers in the state of Illinois; therefore be it

Resolved, That this published list shall be the official guide and recognized as such by the Illinois Grain Dealers Association.

The meeting then adjourned until 1:30 p. m.

### Wednesday Afternoon.

President Costello called the meeting to order at 1:30 and his successor, H. W. Knight, was installed in office.

E. H. Culver, chief grain inspector of Toledo, addressed the members on Toledo weights and grades. If the association interested in our market will come to Toledo and weigh their grain with our scales we will accept your weights.

We have a Polish settlement near one of your yards which accounts for some of the shortages.

I have a letter from the president of our exchange in which he asks that the associations of Illinois, Indiana and Ohio come to Toledo and weigh your own grain.

When your representative came to Toledo our elevators were opened to him and he was requested to weigh and if he found any tally man doing wrong he would discharge him.

A. W. Lloyd was called for and reported a warm welcome and courteous treatment. Mr. Culver did everything he could to help me. I think they needed more help at the time I was there six years ago.

Mr. Culver: We have a scale expert who thoroughly understands the construction of scales. If you will pay his expenses you can get his services free to inspect your scales at any time.

Secretary Mowry: I move that a committee be appointed to confer with a committee from the Grain Dealers National Association and settle the discrepancies between the two organizations. Carried.

T. P. Baxter: The Merchants Exchange is trying to establish a weighing department in East St. Louis and it is rumored that it is the intention of the Railroad and Warehouse Commission of Illinois to establish a bureau in East St. Louis. This will restrict the field of work of the Merchants Exchange department so that it will not be self-supporting. I move that a committee be appointed to wait on the governor and the warehouse commission and induce them to defer action until the Merchants Exchange department has a chance to show what it can do.

E. R. Ulrich: I move that a resolution be drafted calling upon the railroads entering the central grain markets to give more police protection to our grain as it stands in their yards.

J. M. Camp, Bement: The grain mer-

chants of the central markets are more interested in our grain than the railroads and they should give us that protection which will prompt us to ship again. Let me read a statement of my shipments with shortages:

Total bushels shipped to Detroit since Dec. 1, 1901, was 60,164:54 bushels. Returns of same 59,977:28 bushels; shortage, 187:26 bushels.

Total shipped to Louisville was 15,867:24 bushels, returned 15,781:34 bushels; shortage, 85:46 bushels.

Total shipped to Decatur, 59,249:26 bushels, returned 59,235:44 bushels; shortage 13:82 bushels.

Total shipped to Toledo 6,444:22 bushels, returned 6,411:44 bushels; shortage 32:34 bushels.

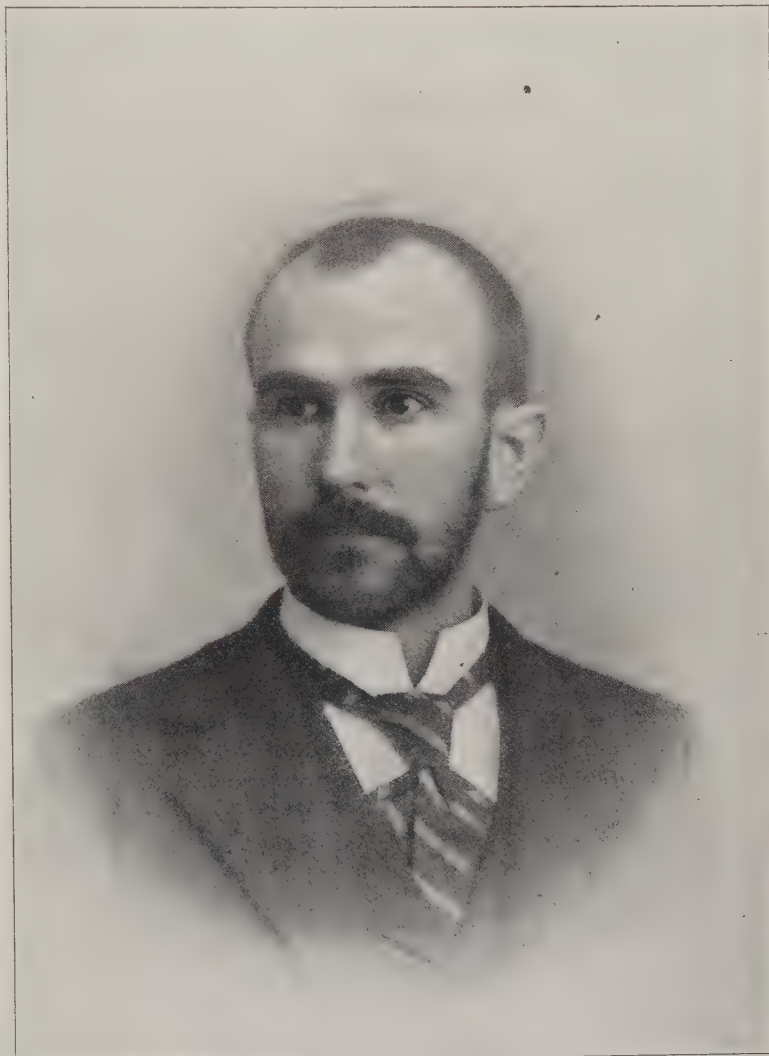
Total shipped to St. Louis 51,900:44 bushels, returned 51,654:22 bushels; shortage 246:22 bushels.

of installing the scales. We suspected that the leases of elevator sites on railroad right of way would be canceled.

B. S. Tyler, chairman of the committee on constitution, reported in favor of substituting "legislative" for "settlement" in the section providing for the settlement committee. Providing also for a finance committee and the changing the date of the annual meeting from the second to the first Tuesday of June; providing for an assistant secretary and the payment of dues in advance.

H. C. Mowry: We have had a very successful meeting this time and I hope we will have next time and add 300 of 400 new members to the role.

Adjourned sine die.



Director Wm. E. Kreider, Tonica, Ill.

Last, but not least, total shipped to Lafayette, Ind., 22,205:54 bushels, returned 22,259:46; over run 43:48 bushels.

C. A. Burks: In Detroit the railroads accept the elevator weights in the settlement of freight.

S. B. Sampson: In Indianapolis the freight is charged according to the elevator weights.

T. P. Baxter: The grain men of this state commenced an agitation for scales at their country stations and a clean bill of lading. The division freight agent had a conference with the grain dealers and pointed out that it would work a hardship on the railroads and necessitate the advancing of rates to cover the expense

### DECATUR DOINGS.

The association acted the part of host at the banquet.

Gustav F. Kersten of Rosenbaum Bros. distributed dating stamps.

Charlie Knox distributed a lot of Reynolds Bros.' artistic calendars.

Cairo sent one man—J. B. Magee of the H. L. Halliday Milling Co.

Louis Mueller, representing T. A. Grier & Co., was the only man from Peoria.

Fred Friedline, the Decatur representative of Weller Mfg. Co., was gunning for orders.

Wm. Noble received information that



his elevator at Foosland was partly destroyed by wind.

J. A. Connor took special delight in pinning pure white St. Louis badges onto Chicago delegates.

H. S. Williams of Karrick, Gray & Williams presented every shipper with a rubber-tipped pencil.

The Grain Dealers Journal was represented by Charles S. Clark, H. R. Phillips and Victor Nelson.

Ohio sent H. S. Grimes, president of the state association; J. P. Caskey of Portsmouth and C. S. Maguire of Cincinnati.

Many dealers visited the Union Iron Works in response to its invitation to inspect its new Western shaker cleaner and shops.

Secretary Sampson of the Indiana association brought his better half along and, of course, Mrs. Sampson thoroughly enjoyed the meeting.

Three railroad men in attendance, E. M. Davis of the T., St. L. & W.; J. D. Marney of the B. & O., S. W. Ry., and J. E. Sunderland of the L. & W. D.

W. H. Stevenson, who is in charge of the experiments in corn at the experimental station, University of Illinois, Champaign, Ill., attended the meeting.

C. A. Burks, secretary of the Merchants Exchange, was kept busy welcoming visitors to the exchange floor and issued an unique bid to remind shippers of the Burks Grain & Elevator Co.

Indiana was represented by S. B. Sampson, secretary of the state association; B. A. Boyd representing F. M. Murphy & Co., and J. F. Courcier, representing W. H. Small & Co. of Evansville.

W. A. Nutt of the Hall Distributor Co. exhibited a working model; Chas. G. Smith of the Cleveland Elevator Bucket Co. exhibited sample buckets, and J. R. Martin and P. O'Bryant of the Ideal Car Loader Co. exhibited a model.

Toledo was represented by R. L. Burge, the Toledo Field Seed Co.; E. H. Culver, chief grain inspector; James Hodge, the Paddock-Hodge Co.; F. W. Jaeger, J. F. Zahm & Co.; John C. Keller, C. A. King & Co.; C. Knox, Reynolds Bros.; H. D. Raddatz, W. A. Rundell & Co.

St. Louis sent a handsome delegation, among them J. A. Connor, Connor Bros. & Co.; W. K. Ewing, Morton & Co.; W. B. Harrison, W. B. Harrison Grain Co.; F. P. McClellan, Eaton, McClellan & Co.; S. T. Marshall, G. L. Graham & Co.; John Mullally and Martin Mullally, John Mullally Commission Co.; R. S. Nelson, Morton & Co.; Jim Parrott; W. W. Powell, Sherry-Bacon Grain Co.; Wm. J. Rae, John E. Hall Commission Co.; E. L. Waggoner, Brinson-Judd Grain Co.; H. R. Whittemore, assistant secretary Merchants Exchange; J. L. Wright, Wright Grain Co.; R. S. Young, Funsten Bros. & Co.

The following representatives and members of different Chicago firms were present: F. M. Baker, Baker & Traxler; R. C. Baldwin, Chas. Counselman & Co.; E. C. Bergfield, H. H. Carr & Co.; H. M. Bragg, Pratt & Buckley; F. M. Bunch, Rumsey & Company; C. G. Case, Bartlett, Frazier & Co.; F. Cheatile, I. N. Ash & Co.; W. M. Christie, L. H. Manson & Co.; Geo. B. Dewey, Calumet Grain & Elevator Co.; J. H. Donnelly, W. A. Fraser & Co.; H. F. Dousman, Hulburd, Warren & Co.; S. S. Driver, Wright & Taylor; G. W. Ehle, Ware & Leland; Sam Finney, Churchill & Co.; G. A. Fitzsimmons, W. R. Mumford

Co.; F. B. Gallagher, Parker & McIntyre; S. H. Greeley, Pringle & Brown; James Hayde, Scribner, Crighton & Co.; W. M. Hirschy, E. W. Wagner; J. F. Howard, Merrill & Lyon; H. W. Hudson, Carrington, Patten & Co.; W. G. Husband, Pratt & Buckley; Gustav F. Kersten, Rosenbaum Bros.; J. M. McGuire, Sam Finney; J. P. Mackenzie, Great Western Cereal Co.; F. A. Maurer, Irwin, Green & Co.; H. L. Miller, A. C. Curry & Co.; J. H. Moberly, Weare Commission Co.; J. W. Radford, Pope & Eckhardt Co.; S. H. Warner, Warner & Wilbur; James B. Wayman, Keith & Co.; Oscar White, H. Hemmelgarn & Co.; J. S. Wiley, Geo. H. Phillips; H. S. Williams, Karrick, Gray & Williams; L. B. Wilson, Van Ness & Wilson; E. A. Wood, E. W. Bailey & Co.

## SUITS AND DECISIONS

Carl S. Trove has brot suit in the United States court for injuries alleged to have been sustained in the National Elevator Co.'s house at Christine, N. D.

The state's attorney at Hutchinson, Kan., has begun suit against the Missouri Pacific railroad to compel the installation of track sales. It will be argued at the September term.

Judge Childs has dismissed the 17 suits brot by the Buffalo Elevating Co., Buffalo, N. Y., against insurance companies, under the use and occupancy clauses, the companies having settled.

For saving the steamer Genoa and 110,000 bushels of wheat from fire, the owners of the steamer Mecosta have libeled the cargo on a salvage claim for \$7,500. The suit is being heard at Buffalo.

The Jackson Grain Co. has brot suit at Cedar Rapids, Ia., against S. B. Card for \$500 damages on account of slander. It is alleged defendant publicly stated that the company was cheating its patrons in weights.

The Russell Grain Co. and the stock yards company at Kansas City, Mo., are defendants in a suit brot by Nancy J. Knight on account of the death of her husband thru alleged negligence of the grain company's driver.

Harvey Fullerton's conviction of operating a brokerage office at Greenville is the first under the new law of Texas, and is expected to drive out the bucket-shops, more than 40 of which are doing business in the state.

The application of Hubbard & Pritchard for a new trial of the case in which Cooper & Oddy obtained judgment for \$445 on account of failure to deliver 15,000 bushels of corn, has been denied, and the defendants have paid the amount to Cooper & Oddy, Indianapolis, Ind.

Arbitration as a means of settling differences is under test in the suit of the Northern Elevator Co. against J. K. McLennan, grain buyer, for \$10,000 damages for failure to render an accounting. Both parties had agreed to refer any difference to S. Spink, of Winnipeg, Man., as arbitrator; but it is said the elevator company prefers to go to court.

The suit of Joseph S. Lloyd against Clayton W. Quale, administrator of the estate of Frank N. Quale is being heard at Toledo, O. Lloyd claims that while in partnership with Quale the latter lost \$15,000 of the firm's money speculating in corn in Chicago; and that interest charges on money used in the business

were wrongly made. The firm conducted a warehouse at Toledo and bot grain at several stations along the Clover Leaf road.

## THE SUPPLY TRADE

The E. L. Gates Mfg. Co. has opened showrooms for its gasoline engines at 15 West Madison st., Chicago.

M. Von Loescke, manager of the Carton Belting Co., Boston, Mass., was in Chicago this week, and reported business good with his company.

J. Russell Smith, secretary of the Sprout, Waldron & Co., Muncy, Pa., was in Chicago recently and reported business unusually good with his firm.

S. J. McTiernan visited Fort Worth, Tex., recently, where his company, the Huntley Mfg. Co., of Silver Creek, N. Y., contemplates establishing a Texas branch office.

W. E. Nutt, representing the Hall Distributor Co., Omaha, Neb., reports extensive elevator building in the northern grain states, and much of the work is now well under way.

Fairbanks, Morse & Co., of Chicago, are enlarging their plant at Beloit, Wis., at a cost of \$125,000. The new buildings include foundry, erecting shop, warehouse and power house.

T. M. Moore, chief of the machinery department at the Louisiana Purchase Exposition, states that no charge will be made for space in the exhibit buildings. Power for operating exhibits will be supplied free of charge.

Let the advertiser resolve that he will turn down all advertising grafts, no matter of what description or in whose interests—legitimate advertising in legitimate mediums will result in a better showing of profits at the year's close.—White's Sayings.

W. H. Nicol, secretary and treasurer of the Willford Manufacturing Co., Minneapolis, Minn., states that trade is active in feed mills. The three-roller mill manufactured by the company is in heavy demand and a large number of sales are reported during the past few weeks.

The Allis-Chalmers Co., Chicago, Ill., has issued section one of its flour mill machinery catalog, giving full information on roller mills, including, besides price, size and power required, much general information not usually given in catalogs, but of great value to operators of corn and feed mills.

James Saunders has organized the Saunders Mfg. Co., with headquarters at Dayton, O., to build power machinery and do general machine and millwright work. The new company now is equipping new shops. Mr. Saunders is extremely busy this season, and is employing all the millwrights he can get.

The Davis Gasoline Engine Works Co., of Waterloo, Ia., has been succeeded by the Cascaden Mfg. Co., of which Thos. Cascaden, Jr., who has long been identified with old company, is president. The other officers are: T. C. Menges, vice-president; J. T. Swift, secretary, and F. B. Ballou, treasurer.

The Younglove & Boggess Co., of Mason City, Ia., for the fourth time has been obliged to move into larger quarters, owing to the increase of business, and of the drafting and estimating forces. The company occupies 10, 11 and 12 in the Elks building, the finest and largest office rooms in the city.



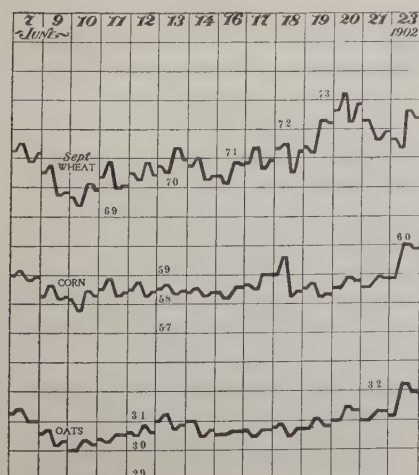
President Roosevelt wrote a book entitled "The Strenuous Life," in which he demonstrates that success depends upon most earnest endeavors. The unsuccessful man is he who goes about a thing half-heartedly. It is the same way with advertising. The advertisement which convinces and which wins is that which is full of vim and energy. It must give forth no uncertain notes. It must speak as by authority. It must leave nothing in doubt. He who reads it must be impressed with its earnestness and become persuaded that the man who inserted it had supreme faith in its every utterance.

By the unexpected death of George W. Brown, vice-president, treasurer and general manager of the Case Manufacturing Co., Columbus, O., there is removed from the machinery trade one whose rare qualities of mind and heart endeared him to patrons and competitors alike. His was one of the most lovable characters in the trade. The many employes of the company with which he was connected for the past five years feel his absence most keenly, for it was a pleasure to work for and with him. Mr. Brown was born 48 years ago at Orrville, O., where at the age of 12 he entered a mill as apprentice. After 5 years he took charge of a neighboring mill, removing later to Cleveland, where he advanced in his profession until he had full charge of the Broadway mill. He then operated a mill of his own at Milan, O., for a few years, giving this up to become salesman and chief designer for the Case Mfg. Co., with which he continued until 1890. He engaged in corn milling at Mobile, Ala., on a large scale, but on account of ill health had to leave the southern city, and entered the employ of the Nordyke & Marmion Co., of Indianapolis, Ind., as sales manager. In January, 1897, he again became connected with the Case Mfg. Co., the growth and prosperity of which was greatly enhanced by his intelligence, experience and rare executive capacity.

The New Orleans Cotton Exchange, on June 10, passed a rule prohibiting members from dealing for bucket-shops.

### Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the September delivery at Chicago for two weeks prior to June 24 are given on the chart herewith.



## SEEDS.

The annual convention of the American Seed Trade Association is being held at Minneapolis, Minn., June 24, 25 and 26.

The condition of clover and timothy June 5 is reported by the Missouri Department of Agriculture as 67 and 78 per cent respectively.

Read the paper on "Clover Seed Inspection at Toledo" in the report of the Ohio Grain Dealers meeting, published elsewhere in this issue.

Commissions on seeds at Toledo, O., are: Car lots: Clover and alsike, 1 per cent; less than car lots, 1½ per cent; futures, ½ per cent. On other seeds 1½ per cent in car lots and 2 per cent in less than car lots; minimum charge, 50 cents.

At present the trade in clover seed at Toledo is mostly in futures. October is the favorite. It means prime of the new crop. It has fluctuated around a trifle over five dollars for many weeks. The weather next month will be an important factor. Stocks of old are small. —C. A. King & Co.

The Mandeville & King Co. has been incorporated at Rochester, N. Y., with \$250,000 capital stock, to effect the combination of seed firms outlined in the Grain Dealers Journal June 10. Directors: William J. Mandeville, Fred B. King, William T. Fonda, all of Rochester, and Seth H. Pearse, of Cape Vincent, N. Y.

At the instance of the Secretary of Agriculture, the Treasury Department has directed that, commencing July 1, 1902, and continuing for six months, 2-ounce samples of all importations of 100 pounds or more of grass, clover and forage-plant seeds be prepared at the earliest practicable date after entry and forwarded to the Seed Laboratory, Department of Agriculture, Washington, D. C., labeled with names and addresses of consignors and consignees, name of seed as given in the invoice, and quantity of the consignment.

The grade names in use at present generally mean nothing to the farmer and are quite misleading. If instead of "fair," "prime," "choice," or "fancy," clover seed quotations were to read "pure and germinable seed, 60 per cent," "70 per cent," "80 per cent," "90 per cent," or whatever percentage of good seed of the kind named might be present, the purchaser could tell at once the relative value of every sample. These percentages could be based on tests made either by the seedsman or by the experiment stations.—A. J. Pieters, of Department of Agriculture.

The government crop report issued June 10 states that the acreage of clover for the country as a whole cannot be satisfactorily determined, but the changes in the principal states have been reported. An increase of 1 per cent is noted in California, 2 per cent in Nebraska, 4 per cent in Minnesota, 5 per cent in Kansas and 10 per cent in South Dakota. In New York, Pennsylvania and Michigan a decrease of 1 per cent is reported, Ohio and Wisconsin 4 per cent, Iowa and Indiana 10 per cent, Illinois 11 per cent and Missouri 21 per cent. The condition of clover exceeds the ten-year average by 2 points in California, 3 in Minnesota, 5 in Michigan and 8 in South Dakota and Wisconsin. In Iowa, Nebraska and Ohio conditions

reported on June 1 correspond with their respective ten-year averages, and the principal clover states reporting a condition below such average are: Illinois 1 point, New York, Pennsylvania and Indiana 6, Kansas 7, and Missouri 11 points.

## GRAIN CARRIERS.

Ocean freights are weak.

The Panama Canal bill has passed the senate. The canal is to be 35 feet deep, and will take 10 years to build.

Another conference of the Illinois Railroad and Warehouse Commission, on the revision of freight rates, will be held July 8.

Vicksburg, Miss., has been granted a rate of 3 cents per 100 pounds on grain and grain products, to Jackson, and 3½ cents to Meridian.

Memphis business men are working for uniform switching charges from one road to another in their city. The charges now are excessive.

Stop-over privileges at several New England points will be abolished by the railroads July 1. The loss of the reconsignment privilege will affect many dealers in grain and feed.

The courts have sustained the Interstate Commerce Commission in only four cases out of 35 which have been appealed, showing that the Commission is not a body whose powers should be enlarged.

The Northern Pacific Railroad on June 14 bot the Washburn, Bayfield & Iron River Railroad, which becomes a terminal of the big system, with the possibility of the construction of elevators at Washburn, Wis.

The Interstate Commerce Commission recently held a session at Boston to consider the complaint of the Diamond Milling Co. against the Boston & Maine Railroad for making an excess charge on a car of corn which had been milled in transit.

The Pennsylvania and the Baltimore & Ohio Railroads have granted a differential on export grain to the ports of Philadelphia and Baltimore compared with New York. The wheat rate from Fairport, O., will be 1 cent less than to New York and .4 cent less than to Philadelphia.

The Texas Railroad Commission has made a rate of 15 cents per 100 pounds on grain in carloads (other than corn and oats, straight carloads) minimum weight 24,000 pounds per car, from all stations on the Red River, Texas and Southern Railroad to Houston and Galveston.

The court has upheld the contention of the Fort Grain Co., Waco, Tex., in its suit against the Gulf, Colorado & Santa Fe Railroad, to recover \$1,600 overcharges, that grain reconsignated at Texarkana must pay only the local rate, under the rule of the Texas Railroad Commission, instead of the thru or interstate rate. The railroad is required to refund \$585, and to pay \$375 in penalties.

John Hill, Jr., is sending broadcast a circular convicting Christie, the Kansas City bucket-shop operator, out of his own mouth, by quoting Christie's appeal 15 years ago to the Missouri Legislature, in favor of a law against bucket-shops.



# GRAIN TRADE NEWS.

## CANADA.

Robert Young will erect a 30,000-bushel elevator at Carnduff, Ont.

John Ross has succeeded the firm of John Ross & Co. at Edmonton, Alberta.

George Heatherington will have his new elevator at Rodney, Ont., ready for business soon.

The Farmers Elevator Co. has been incorporated at Binscarth, Man., with \$20,000 capital stock.

The citizens of Raymond, Ont., have subscribed \$24,000 for the erection of an elevator and grist mill.

The Ogilvie Milling Co. has recently purchased 21 gasoline engines for use in its country elevators in the Canadian Northwest.

The Grand Trunk Railway has about closed a contract with the harbor commissioners at Montreal, Que., to erect a public elevator costing \$750,000.

W. L. Parrish of Winnipeg writes that crop conditions continue very favorable and the grain is showing remarkable progress throughout the whole country.

David Patterson has moved his old elevator at Rodney, Ont., and will erect on the old site a new structure, giving Rodney five elevators and grain warehouses.

The Virden Farmers' Elevator Co., Ltd., has been incorporated at Virden, Man., with \$6,250 capital stock. Incorporators: J. W. Scallion, H. W. Dayton and others.

Secretary John Millar, of the Territorial Grain Growers' Association, Indian Head, N. W. T., is organizing local associations along the Arcola and Soo branch lines.

According to present indications Yellow Grass, Asso., will have two new elevators. The Winnipeg Elevator Co. and the Lake of the Woods Milling Co. are the prospective builders.

Applications for sites on which to erect more than 200 grain elevators have been received by the Canadian Pacific and Canadian Northern Railways. One to six applications are received every day.

The annual meeting of the Northwest Grain Dealers Association will be held at Winnipeg, Man., July 22, and as this is the week of the Winnipeg Exhibition the attendance is expected to be large. An interesting program is being prepared.

W. L. Parrish, who has resigned the secretaryship of the Northwest Grain Dealers Association, will continue in the grain trade, operating at country points and doing some commission business. His resignation is regretted by the members of the association.

The first crop bulletin for 1902, issued June 13, by the Manitoba Department of Agriculture, reports an increase of 223,149 acres in the grain crop area. The acreage of the growing crops is: Wheat, 2,039,940; oats, 725,060; barley, 329,790; flaxseed, 41,200; brome, 12,485; rye, 2,559; corn, 2,205; and peas, 1,596.

Frank C. Fowler, of Wawanese, Man., a member of the provincial parliament,

has accepted the position of secretary of the Northwest Grain Dealers Association, and on July 1 will succeed Mr. Parrish. The new secretary has been interested in the grain business more or less for some years and should be well able to fill the requirements of the office.

H. D. Metcalfe, former president of the Montreal Corn Exchange, says: In past years Duluth wheat of the same grades as Manitoba has been able to command a premium over it, in the European markets. This was owing to the fact that millers were always sure of a steady supply of Duluth, and as they knew just how it would turn out, they were always willing to pay a little more for it. This year, owing to speculation, the Duluth markets were kept above an export basis for several months. This gave an opening for Manitobas, and the millers having found out its good qualities, and being assured of a continuous supply of it, the tables have been turned, and they are now willing to give more for the Manitoba grades. This preference will likely be sustained so long as there is a steady supply, as they now know the value of it better.

## CHICAGO.

Oh, what is so wet as the month of June, in Chicago?

Memberships in the Board of Trade are selling at \$3,500.

Charles B. Slade has been elected president of the South Chicago Elevator Co.

Private elevators are manufacturing over 1,000,000 bushels weekly of contract corn.

H. A. Leland, who for some time has been with Montague & Co., is now with E. S. Hitch & Co.

Thomas Barrett, who is connected with the Board of Trade, is the Democratic nominee for sheriff.

Harry Roy, formerly with Rosenbaum Bros., is now representing J. Rosenbaum Grain Co., in Iowa.

Wm. C. Perry has removed to Milwaukee, Wis., and is selling his membership in the Chicago Board of Trade.

Lightning played top with the ball on the Board of Trade flag-pole on the afternoon of June 18, taking a good-sized chip out of one side.

On petition of Finley Barrell & Co., Judge Holdom has enjoined Wm. H. Rous from using the Board of Trade membership standing in his name.

Colonel Isaac L. Elwood, the well-known steel and wire magnate, has been appointed a member of the Illinois State Board of Railroad and Warehouse Commissioners.

Grain trimmers at South Chicago warned the captain of the steamer J. H. Mead that they would stop work at the elevator where he wanted to load grain, if he patronized a trust tug.

Ed Hymers, formerly with Eschenburg & Dalton, and later with W. R. Mumford Co., has associated himself with Rumsey & Company. He will devote his time to floor work and also to

making new acquaintances for his firm in the country.

Workmen in the 10 elevators at South Chicago have received an increase of wages ranging from 10 to 25 per cent. Scoopers who were paid \$2 will get \$2.50; and floormen who received \$2 will be paid \$2.20. A union of the 200 men employed in the elevators is being formed.

A little trust has been organized at South Chicago, Ill., by the grain trimmers. Their local union has been granted a charter in the International Longshoremen's Association, and a condition of the charter is that the membership of 31 cannot be increased unless agreed upon by the local lodge.

Scarcity of insurance has led Chicago grain men to consider the formation of a clearing house for insurance, whereby when grain is transferred the insurance will be surrendered at the same time. Companies often have to refuse insurance to the buyer of grain, because the seller still has his insurance in force, tho not needed.

Of the supreme court decision denying public warehousemen the right to mix grain in their elevators, Murry Nelson says: This is another blow to the grain interests of Chicago, and will have a harmful effect. The Boards of Assessors and Review are assessing the warehousemen far in excess of what they should pay, and now this decision comes as an additional burdensome restriction. I am not prepared to say that it will affect prices at once.

## ILLINOIS.

Maunie, Ill., is to have a new elevator.

An elevator will soon be begun at Bades, Ill.

Elmore & Lemm are building a new elevator at Pike.

Rogers, Bacon & Co. are building a new elevator at Dewitt, Ill.

John Sipp will replace his elevator at Bourbon, Ill., with a new one.

N. M. Burt is buying grain for William Murray at Champaign, Ill.

R. B. Andrews has bot the elevator of Bentz & Bender at Macon, Ill.

Porterfield & Barton will put in track scale in elevator at Jamaica, Ill.

Nobbe & Sons have secured a site for a new elevator at Divernon, Ill.

John Boshme overhauled and improved the old elevator at Kewanee.

C. H. Rumley, Chestnut, Ill., has just completed a 20,000-bushel addition to his elevator.

Ward & Murphy have succeeded Ward & Kenyon at Mt. Joy, Ill., on the Vandalia.

R. F. Cummings is building an addition to his elevator at Gilman, on the Illinois Central.

Mr. Davis is associated with Mr. Fuson in the erection of the elevator at Chesterville, Ill.

Condon & Kleiss, Pesotum, Ill., are painting their elevator, and propose to build an addition.

Beach & Nelson have purchased the feed mill and grain elevator of John Goodall at Cortland, Ill.

A. V. Andrew has succeeded J. H. Wilson as manager of S. W. Allerton's elevator at Allerton, Ill.

The firm of Brownback & Walker, Edinburg, Ill., has been dissolved by the retirement of Mr. Walker.



J. A. Freese and R. C. Hamilton have purchased the elevator at Ogden, Ill., of Milmine, Bodman & Co.

The Pratt-Baxter Grain Co. is building a store house 60 ft. high, as an addition to its elevator at Clarksdale, Ill.

O. L. Gray of Watseka, Ill., writes: I appreciate the Grain Dealers Journal and would not like to do without it.

The Dunaway-Ruckrigel Co., of Ottawa, Ill., has succeeded John N. Schuler in the grain business at Wedron, Ill.

Part of the elevator at McNulta, Ill., on the Illinois Central was blown across the street by the wind storm of June 10.

Wednesday instead of Thursday is the day of the meeting of the Illinois Valley Grain Dealers Association at La Salle, June 25.

Carrington, Patten & Co., of Chicago, are building elevators at Bradley and Tucker, just north of Kankakee, on the Illinois Central.

B. F. Walter, formerly traveling representative of the Illinois Grain Dealers Association, died recently in Alabama of consumption.

The contract has been given the Barnett & Record Co. for the erection of a 500,000-bushel annex to the Burlington Elevator at Peoria, Ill.

Greenleaf & Co. have built a 40,000-bushel elevator at Pegram and are building a 20,000-bushel house at Drake. Both on the C. & A. R. R.

Moberley Bros. are building a 25,000-bushel elevator at Mt. Auburn. Will use steam power, 500-bushel hopper scale, Western Sheller and Cleaner.

V. C. Elmore has bot a half interest in the elevators of I. L. Lemmon at Nebo and Pleasant Hill, and the style of the firm will be Elmore & Lemmon.

O. L. Kern, Bondville, Ill., June 9: Corn looks well; oats are all right, but a little too much rain; about 5 per cent of old crop in farmers' hands; most of the corn held by elevator men.

Barley Bros. & Karney will build a 45,000-bushel elevator at Ulrich, Ill. Will use 22-h. p. Fairbanks' gasoline engine, Western Sheller and Cleaner, and Fairbanks' Hopper Scales.

On the morning of June 10 fire destroyed a granary belonging to J. H. Taggart & Son at Evans, Ill. At the time of the fire the building was empty, but it had been used recently for storing oats.

George S. Mallett and John P. Code of Bradford contemplate making some improvements on their elevators at Lombardville, Ill. They are also thinking of building an elevator at Bunker Hill.

The Sidell Grain & Elevator Co., of Sidell, Ill., informs us that the elevator it is erecting at Olive Branch, Ill., is being built principally for the handling of wheat, which has already begun to move.

Shaw, Garner & Co. have the foundation laid for an elevator at Rockport, Ill. The plant will have a capacity of about fourteen carloads and when fitted with a full line of machinery will cost about \$4,500.

Capt. J. M. Elder has bought C. B. Marshall's interest in the firm of Elder & Marshall, dealers in grain, stock and farm machinery at Hamilton, Ill., and business will be continued under the name of Elder Bros.

Hill Bros. & Crow, Blue Mound, Ill., are tearing down their old elevator and will build a new 30,000-bushel house. Modern machinery will be installed, and

the elevator will be fire-proof, being built entirely of steel.

C. A. Horneman, who failed in the grain business at Odell, Ill., several years ago, engaged in the saloon business at Rockford, Ill., last winter and now is reported to be in New Mexico.

A 35,000-bushel elevator, together with its contents, several thousand bushels of grain, was destroyed by fire June 19 at Tucker, Ill. The building was owned by R. G. & C. H. Risser of Kankakee; and was fully insured.

Fire was discovered on the roof of the large elevator of E. H. Bacon at Lilly, Ill. on the morning of June 17. When the alarm was given nearly the entire male population of the town turned out, and promptly extinguished the flames.

J. H. Ricketts of Claytonville, Ill., writes that Morrison & Grindley will build a new elevator of 30,000 bushels capacity at that point, which will be furnished with modern machinery, including a Fairbanks-Morse Gas Engine.

To accommodate the Sidell Grain & Elevator Co., whose new elevator at Mt. Vernon, Ill., has been nearly completed, the Illinois Railroad and Warehouse Commissioners will appoint a deputy grain inspector and state weighmaster.

P. E. Ballet, who for three years has engaged in the grain business at Cowden, Ill., has sold his elevator to Mr. Graham of Edinburg and will go to Edinburg, where he will enter the same business with W. H. Brownback and his son Will.

J. A. Freese, Jay Freese and R. C. Hamilton have purchased the elevator at Ogden, Ill., recently bought by W. W. Mudge of Homer. They will continue the business under the name of the Ogden Grain Co. The elevator will be enlarged.

F. M. Murphy & Co. of Indianapolis have erected an elevator at Osbornville, Ill., and will erect others at Mt. Auburn and three other points on the Springfield extension of the I. D. & W. west of Decatur. Their elevator at Hume has just been rebuilt.

J. M. Camp, Bement, Ill., June 16: Had a good rain yesterday; have not suffered for rain this year, nor has it been excessive; crops of all kinds were never better so far; fair amount of old corn left, but no oats or rye; farmers will take 60 cents for their corn and let it all go.

The capital stock of the R. F. Cummings Grain Co. is \$90,000 instead of \$9,000, as reported. The company will operate two elevators at Chebanse, three at Gilman, two at Irwin, and one each at Otto, Martinton and Loda, besides the Central Elevator and home office at Clifton, Ill.

Thomas Costello and J. W. Turner of the Costello-Turner Grain Co. of Decatur, Ill., have been making a trip along the Decatur & Springfield branch of the I. D. & W. road in order to select sites for several elevators which will be erected as soon as possible. The company will spend \$20,000 to \$30,000 in building houses at Osbornville, Mt. Auburn, Bolivia and possibly at Keystone.

The Howard Grain, Mercantile & Elevator Association has been incorporated by farmers of McLean and Champaign counties and will try to build an elevator on the Wabash at Howard. Stock subscriptions are being solicited as a matter of spite work and for the avowed purpose of stirring up a fight.

The grain men are being credited with making five cents a bushel. The station ships only 50 cars a year. Walker Baulware paid \$1,000 for the only elevator at Howard recently and is the only regular dealer at the station. His elevator was formerly owned by Gooch Bros. of Belleflower.

The Younglove & Boggess Co. is building a 200,000-bushel cleaning house and elevator at Pekin, Ill., for Smith, Hippen & Co., to replace the one recently burned. The cleaning house will be cribbed with corrugated iron sheathing, and fire proof roofing, and the entire plant will be thoroughly equipped with new machinery. The elevator is located on the Illinois River and the dump pit for wagons is 30 feet deep, bringing the approach on a level with the street. The sink has 15,000 bushels capacity. The same builders have recently completed a 25,000-bushel elevator for the same company at Spring Bay.

Various elevators and warehouses were damaged by the severe wind storm which swept over central Illinois on the night of June 10. The elevator and corn cribs at Burtonview were blown down, a large elevator at San Jose were blown across the Alton tracks, at Lawndale the elevator was blown across the tracks and cribs were demolished, and at Barnes an elevator was blown down. The Rogers-Bacon Grain Co. reports several losses. A 40,000-bushel structure at Harpster and another plant at Jamesburg were wrecked, one at Probasco blown off the right of way and another at Fletcher overturned, while houses at Merna, Barnes and other places were more or less damaged.

The decision of the Illinois Supreme Court, June 19, that the law permitting public warehousemen to deal in and mix grain in their elevators is unconstitutional, was no surprise to the trade. The court said: We entertain no doubt that it was beyond the power of the general assembly to confer on such warehousemen the right and power to do so by the amendatory act of 1897. The constitution is a limitation upon the power of the general assembly and the incorporation of the provision in the constitution with reference to the public warehouses, was for the purpose of placing it beyond the authority of the general assembly to relieve those who should engage in the business of conducting public warehouses from the discharge of their duties to the public.

## INDIANA.

S. Van Steenburgh, Talbot, Ind.: Crops looking good.

Cal Baum, Matthews, Ind., June 10: Crops are looking fine.

S. Van Steenburgh, of Talbot, Ind., will put in a new boiler.

Riley & Brown have succeeded Mr. Mauzy in the elevator at Rushville, Ind.

Jordan & Sons have succeeded Jordan Bros. in the grain business at Decker, Ind.

J. A. Neal & Co. have opened their elevator at Santa Fe, Ind., with Theodore Keyes in charge.

B. Ludeman has sold his elevator at Pine Village, Ind., to D. A. Lawson and will locate elsewhere.

J. T. McCullough will have charge of Geo. W. Moor's recently purchased elevator at Westport, Ind.

The grain dealers of Madison county, Ind., held a meeting at Anderson, June



18, to hear reports on the growing crop and talk business.

Alger & Gray, Rushville, Ind., June 16: Farmers complain of some rust and scab; have a fine stand of wheat.

Jno. Reichard is again attempting a scoop shovel business at Yeddo, Ind. He has now moved his warehouse to his farm.

D. A. Lawson, Pine Village, Ind., June 16: Crop prospects down here show up fine for big crop of both corn and oats.

The Tell City Flouring Mills are building a 50,000-bushel elevator at Tell City, Ind. The machinery includes some four-roller mills.

F. F. and E. S. Summers of Bloomington, Ill., who a short time ago purchased an elevator at Ambia, Ind., have gone to their new home.

Beatty & Doan, Ossian, Ind., June 23: Wheat harvest will commence in about ten days; average crop; oats looking fine; corn in good condition.

H. E. McNees has purchased S. D. Coats' interest in the elevator at Winchester, Ind. Mr. Coats will soon have senatorial duties to perform.

Niblick & Co. expect to use about \$500 in repairs on their elevator at Decatur, Ind. Additions will be built, and new dumps and scales installed.

Dr. Geo. C. Wood of Windfall, Ind., when in Chicago last week looking for supplies for his new elevator at Nevada, was overtaken by a painful attack of lumbago.

Gentlemen from Ohio have purchased Lee Olvey's grain elevator and mill at Fortville, Ind., for \$6,000. Mr. Olvey will take a trip visiting various parts of the country.

Bert Miller has purchased for \$3,000 the elevator at Flora, Ind., formerly operated by Kitzmiller & Smelcer. He will enlarge the building and add some new machinery.

O. W. Leoffler, Ft. Branch, Ind.: Farmers through or nearly completed harvesting; only expect two-thirds of a crop; oats looking well and corn growing nicely; needs rain.

H. J. McDonald, who has recently completed a 20,000-bushel elevator at Brisbane, Ill., has given the Younglove & Boggess Co. the contract for another of the same capacity at Kouts, Ind.

Babcock & Hopkins of Rensselaer, Ind., besides their branch elevator at Parr, will erect two 25,000-bushel houses at Fair Oaks and Rose Lawn, and when these have been finished two others, at Pleasant Ridge and Lee.

H. G. Thayer & Co. of Plymouth, Ind., are enlarging their elevator and installing new machinery, thus making it modern and complete for handling grain. Improvements are also being made in other elevators at Plymouth.

Geo. W. Moor, Letts, Ind., June 21, 1902. Harvest begun; I think wheat yield will be disappointment; straw lighter than it appeared and heads do not seem well filled; straw falling and farmers compelled to cut it green on account of the work of flies.

The Cleveland Grain Co., Raub, Ind., June 14: Having entirely too much rain in this vicinity; some corn and oats drowned out in low ground; we are fairly tiled here and what is now needed is weather so farmers can tend corn; with favorable dry weather from now on we can expect full crops.

The grain elevator which the Richmond Elevator & Milling Co. is erect-

ing at Richmond, Ind., will be 48x36 feet and 50 feet high, and have a capacity of from 15,000 to 20,000 bushels. A sheller having a capacity of 500 bushels per hour will be installed. The roof of the building will be of steel.

J. B. Logan, Rockfield, Ind., June 9: Wheat was never better in this section of Carroll county than at present; in the north and west part, acreage is up to the average; in the east, acreage above the average, with some heading out; corn looks fine; too much rain in the Wabash bottom; corn is waist high.

Cal Baum of Matthews, Ind., writes informing us that he has sold his elevators at Coles, Radley and Matthews to Woodbury & Files of Toledo, Ohio. A. F. Files was formerly representative of Churchill & Co. at Toledo, O. The new firm will give the house at Matthews a general overhauling and make various improvements. Mr. Baum retires from the grain business and will spend the next two months on a trip through the south.

Those desiring to see a country grain elevator of the best type should not fail to visit the plant of Babcock & Hopkins at Rensselaer, Ind. The splendid equipment of their plant enables them not only to handle grain with economy for shipment, but to add value to the grain by judicious treatment. Their facilities enable them to pay the farmer more for his grain, and to please the buyers in the great markets. Besides the cleaner and sheller found in many elevators this house is equipped with oat clipper, purifier and grain drier.

## IOWA.

F. Struve has succeeded T. A. Pearson at Miles, Ia.

Wells Bros. of Laurens, Ia., are still in business at Curlew.

The Kinsella Grain Co. has succeeded A. F. Bridges at Richland, Ia.

Hartley & Pownall are the successors of F. T. Hartley at Centerdale, Ia.

D. M. Young & Co. are building a large elevator at Crawfordsville, Ia.

Devereaux & Co. of Minneapolis are erecting an elevator at Rodman, Ia.

The Farmers Elevator Co. at Garden City, Ia., is not recognized as regular.

S. A. Sanford, agent E. A. Brown, Alta, Ia., June 16: Crops in good shape.

Barrett & Carlton and W. E. Mereness of Early, Ia., are on the scooper list.

Clem Falcon is to act as manager for the Northern Grain Co. at Mt. Vernon, Ia.

R. Y. Culbertson will soon begin the erection of a 28,000-bushel elevator at Carroll, Ia.

The Wells-Hord Grain Co. has succeeded Wells Bros. at Laurens and Havelock, Ia.

The Farmers Elevator & Lumber Co. will soon begin the erection of an elevator at California, Ia.

B. St. John of Heron Lake, Minn., has bot the elevator of Wm. Thomas & Son, Graettinger, Ia.

Mr. Melrose, the grain agent at Flugstad, Ia., was married recently and took a ten-day wedding trip.

An improved Hall Distributor will be placed in the Atlas Elevator at Lester, Ia., which is being repaired.

W. J. Felkner, after 25 years in the grain business at Downey, Ia., has sold out to a Davenport resident.

Sween & Gangestad will tear down

their old elevator at Bode, Ia., and replace it with a new structure.

At Beaver, Ia., the Wells-Hord Grain Co. will equip its elevator with an improved Hall Grain Distributor.

Tucker & Bell, Geneva, Ia., June 12: Business good; lots of corn coming to market; crop prospects all o. k.

The D. Rothschild Grain Co. of Davenport, Ia., has increased its capital stock from \$100,000 to \$200,000.

The Wells-Hord Grain Co. will place an improved Hall Distributor in the new elevator at Grand Mound, Ia.

E. A. Austin will succeed C. Q. Thorp as manager for the grain firm of Bowen, Regur & Co., at Bondurant, Ia.

The Z. & H. Grain Co. has succeeded B. P. St. John at Spirit Lake and Montgomery Bros. & Co. at Montgomery, Ia.

The Rogers Milling Co. of Boone and W. H. Campbell of Goldfield, Ia., are not among the recognized dealers of Iowa.

Wilson & DeWolf are preparing to replace their old house at Laurens, Ia., with a new and modernly equipped elevator.

O. A. Talbot of Osceola, Ia., was a Chicago visitor recently. He reports crop prospects excellent in his section of the state.

Ren Palmer has resigned his position with the Clinton Grain Co., at Clinton, Ia., and is working for H. N. Douglas at Estherville.

The Atlas Elevator at Alvord, Ia., is now undergoing repairs and an improved Hall Distributor will be part of the new equipment.

Shea & McPeak, bucket-shop operators at Shenandoah, Ia., have left town, with their pocketbooks well lined. Their victims are saying nothing.

G. S. Leininger of Loup City, Neb., has purchased the three-story elevator of G. J. Wickey at Smithland, Ia., and July 1 will take possession.

F. M. Shaw, Davenport, Ia., June 21: Small grain looking well; corn a little backward, but with everything favorable from now on will have good crop.

The elevator now being erected by O. Angier at Lake View, Ia., for the Wells-Hord Grain Co. will be equipped with an improved 10-duct Hall Distributor.

The wind storm of June 10 was disastrous to elevator property and crops in some parts of Iowa. At Stilson a large elevator was blown down, causing a loss of \$1,000.

The Wellsburg Grain & Stock Co. of Wellsburg, Ia., has placed with Marseilles Mfg. Co. the contract for machinery for the new elevator, which will include the Hall Grain Distributor.

Miss Ida Reed, who has been bookkeeper for J. W. Berry, the owner of the elevator at Clarinda, Ia., will take a course in shorthand this summer and resume her bookkeeping work this fall.

W. H. Bickel, an experienced grain man, has purchased a controlling interest in the Bryant Elevator at Vinton, Ia., and business will be continued under the name of the Bickel-Bryant Grain Co.

The Dunbar Stock & Grain Co. has been incorporated at Dunbar, Ia., with \$10,000 capital stock. Incorporators: J. W. Alden, S. D. Medhous and others. The company is not recognized by the Iowa Association.

W. C. Addleman of West Liberty, Ia., informs us that he will make some repairs on the elevator which he recently



purchased from Frank Evans, executor of the P. R. Evans estate, who will retire from the grain business.

The farmers of Dougherty, Ia., are having some difficulty in getting a site for their elevator. The Northwestern road has refused them the right to build on that line and they have appealed to the state railroad commission.

F. W. Werdin, Glenwood, Minn., writes that L. T. Kenny of Hawarden, Ia., has recently completed a 15,000-bushel elevator in connection with his mill and will hereafter ship grain. He has also installed a Howe Dump Scale.

While the oil mill of the American Linseed Co. at Sioux City, Ia., is idle, various improvements will be made. A steel tank will be installed on a high steel tower, with which automatic sprinklers will be connected for fire protection.

Henry Wetzel & Co., Minburn, Ia., June 9: All crops look very promising; if nothing happens from now on, we will have a bumper corn crop to handle this fall; oats are growing very rank, some are lodging, which is not the best prospect so early in the season.

The annual outing of the Northern Iowa Grain Dealers Association will be held June 26 and 27 at Silver Lake, Minn. A cordial invitation to have a good and a profitable time was extended by A. F. Frebel, president, Titonka, Ia., and Chas. Rippe, secretary, Forest City, Ia.

H. A. Rogers, Union, Ia., June 9: Extremely heavy and frequent rains have caused a very rank growth of straw and it is hard to predict what the yield will be; acreage somewhat larger than last year in both small grain and corn, owing to poor condition and plowing of meadows this spring.

Martin & Slack, grain brokers and commission men at Des Moines, Ia., who already have branch offices at Webster City, Mason City, Iowa Falls, Hampton, Oskaloosa, Osceola, Creston and Rockwell City, are arranging to open another at Fort Dodge which will be in charge of F. Aubertin.

W. F. Lehman, agent Hunting Elevator Co., Sexton, Ia., June 16: Wheat acreage 25 per cent less than last year; corn, oats and flax the same; very little rye sown; 20 per cent more barley; present prospects for all crops, good; farmers are behind in cultivating corn; oats a little too rank; hard to tell how much timothy seed will be used; seeding all done.

A joint meeting of the members of the Grain Dealers Union and of the Iowa Grain Dealers Association will be held at the Park Hotel, Atlantic, Ia., Monday, 7:30 p. m., June 30. As the new crop of small grain will come on the market in one month, it is highly important that all dealers attend this meeting to arrange for the handling of it on a profitable basis.

J. B. Duskin & Son, Seymour, Ia., June 7: Prospects for crop throughout this section extra good, with the exception of oats; some fear that they will get too rank and fall; acreage not as large as usual; corn doing very well, with larger acreage and prospects for large crop; hay will make an average crop; great many meadows killed out last year by drouth and plowed up and put into corn; timothy and oats heading out; rye good and will be ready to harvest on or before July 1; pastures can't be beat; take everything into considera-

tion, prospects were never better at this time of the year for a crop; plenty of rain.

Geo. A. Wells, secretary of the Iowa Grain Dealers Association, in his crop report issued June 10, states that the wheat acreage in Iowa, compared with last year, decreased 9 per cent; oats increased 4 per cent; corn increased 10 per cent; grass lands decreased 6 per cent. Thirty-nine counties show an increase of 8 per cent in acreage of tillable land because of the use of drainage tiling. Crop conditions or plant growth better than June 1 last year, and conditions of soil generally good. There is a dry spot in the extreme west end of the state in vicinity of Sioux City and rather wet in vicinity of Marshalltown. Most of the state is in danger of having too rank a growth.

Contracts for the following houses in Iowa have been given to the Younglove & Boggess Co.: 18,000-bushel at Whittemore for the Spencer Grain Co.; 12,000-bushel at Koodell for the Way-Johnson-Lee Co.; 20,000-bushel at Rock Valley for H. E. Rounds; 20,000-bushel at Clarion for Courson Bros.; 25,000-bushel at Olif for J. N. Johnson & Co. of Belmond; 25,000-bushel at Hospers for F. M. Slagle & Co.; 15,000-bushel to be equipped with a Hall Distributor, at Beaver for Casey & Hagge; 18,000-bushel at Ruthven for the Farmers Incorporated Co-operative Association; 12,000-bushel at Ticonic for the Sioux Grain Co. of Jefferson, S. D., and a 25,000-bushel at Garner for Close & Cooper. The same company is repairing elevators at Austinville for H. Austin and Van Horne for K. A. Harper.

## KANSAS.

Mr. Kuhn contemplates building an elevator at Piper, Kan.

Farmers near Milan, Kan., have organized with \$2,000 capital, and will erect an elevator.

C. H. Sowle of Bentley, Kan., is building a 5,000-bushel annex to his 10,000-bushel elevator.

Temple & Gilchrist are building an elevator at Bentley, Kan., which will have a capacity of 3,000 bushels.

The farmers of Pratt county, Kansas, held a meeting recently at Pratt, Kan., and decided to build a co-operative elevator.

J. H. Voorhees and J. W. Binding have sold their stock in the Kiowa Mill & Elevator Co. at Kiowa, Kan., to A. S. Barr and A. D. H. Kemper. Mr. Barr will act as president and manager and Mr. Kemper as secretary of the company.

James Butler writes in the Farmers Advocate: "The central association will soon be in position to make track bids to all our locals." Evidently his graft on the Farmers Co-operative Association is not strong enough to satisfy his greed.

W. W. Culver has been appointed manager of the Farmers Grain & Live Stock Association, with headquarters at Wichita, Kan. The association proposed to build an elevator of from 300,000 to 500,000 bushels capacity, on a site not selected. Evidently they are setting up business for a big crash.

John McClune, Carlton, Kan., June 9: After a trip into the country I judge wheat will run from 5 to 15 bushels per acre of good quality; oats are fine as can be, while corn is fully up to the average or better, being clean, but need

dry weather; in fact, all crops need dry weather; potatoes the best in years.

J. S. Hamer of Cherryvale, Kan., is organizing a company to buy and operate the Frisco Elevator at that place, now owned by the Brinson-Judd Grain Co. Directors of the new company will be J. S. Hamer, B. F. Moore, W. H. Crowl and others.

The local co-operative grain associations of western Kansas have formed an organization independent of the James Butler association, and will handle the grain raised by its members. Headquarters will be at Salina. Officers: J. H. Strothers, president; John Witmer, vice-president; A. P. Collins, secretary and treasurer; J. H. Johnk, agent.

The foaming of Secy. Jas Butler indicates that he is becoming desperate and compelling sensible farmers to be more fairly disposed toward the man who buys and sells grain. His ill-tempered statements can do his own cause no good. Listen to this: "While the supreme court has decided against the methods of the grain trust its members, like the joints, are still doing business."

F. E. Burke, Burr Oak, Kan., June 9: Condition of winter wheat surpasses every hope, although myriads of chinch bugs are doing considerable damage; frequent rains and cold weather are booming the wheat, but are very much against the growth of corn; alfalfa is nearly all in stack, with good quality and fair yield; Jewell county has the largest acreage of alfalfa in the state and is not behind in quantity and quality.

J. F. Hollinshead, Caldwell, Kan., June 9: Wheat acreage about the same as last year; increase sown last fall, but some plowed up this spring; condition has improved wonderfully this last month owing to an abundance of moisture and the cool weather; some wheat will be as good as last year, but other will be poor; on the whole we have a pretty good crop; oats never looked better and corn also looks well, with a good show for a crop.

S. W. Hogkins, Canton, Kan., June 8: Acreage of wheat sown last fall large and but little been plowed up and put in to other crops; straw short and thin on ground, but heading fairly well; harvest will be here in about two weeks; if no further damage occurs there will be about half a crop, from 8 to 10 bushels to the acre. Further west prospects are not as good; much larger per cent has been plowed up; I would estimate the yield for the state at 40,000,000 bushels, but might go a little higher; grain likely to be below first.

Woodford Bros., Burlington, Kan., June 12: Up to a week ago we had as fine a prospect for wheat in this valley as we ever had, which is saying a great deal; we are ourselves considerably interested in wheat growing, and five years ago had 42 bushels per acre; the next, 25; then 26, then 30 and last year, 36, all on the same land; crop for this year is practically ruined by the flood which has swept down the valley the past week; from Emporia south on the Neosho Valley, the wheat crop has all been under water; whether all is injured or not remains to be seen; corn, oats, flax and hay are very promising.

J. C. Lilley & Co., Burns, Kan., June 12: Corn in fine condition; plenty of rain; farmers all cultivating; rye harvest is on and rye pretty well filled, though thin on the ground; wheat not



worth cutting; most wheat put in last fall was for grazing purposes, as this is not a wheat country, the soil lacking something; alfalfa being cut and is wonderful crop; this crop taking the lead in this part of Kansas; hundreds of acres put in to alfalfa the past spring, owing to the fact that last year some fields paid as high as \$70 per acre for crop; prairie hay very fine and promises to be a heavy crop; flax looks well, but very little in; oats filling out fine and if not hurt by rust will make a large yield.

Judging from the frequent appeals of the state secretary of the farmers trust, the Co-operative Grain Association is sorely in need of funds. In a recent appeal "To the Farmers, Business Men and Independent Grain Dealers of Kansas, Nebraska and Omaha," the state secretary says: "We have fought your battles against the grain trust and have won for you in nearly every contest and have lost in none. The battles that we have not won we are still waging. We are sure to win if you will only volunteer your assistance and come to the front like brave, intelligent, patriotic soldiers fighting for a just cause."

\* \* \* "I have obligated myself personally in securing the assistance of such able attorneys as Allen and Keeler and only a small portion of that fee has been paid. Co-operative associations and farmers have not contributed one-third enough to pay the bill, and unless I get assistance I will have to pay the balance out of my own pocket."

#### KANSAS LETTER.

A. T. Rodgers of Beloit, Kan., left June 1 for a month's visit in California.

L. J. Marlatt & Co. have succeeded Smith Bros. in the grain business at Glasco, Kan.

Hedge & Brown of Whiting, Kan., have purchased the elevator owned by the Perry Elevator Co. at Perry, Kan.

J. F. Buell of St. Marys, Kan., has severed his connections with the St. Marys Mill & Elevator Co. of that city.

H. W. Cole, engaged in the grain business at Kelly, Kan., has left for Ringwood, Oklahoma, to take charge of his elevator.

W. L. Thomas of Narka, Kan., has disposed of his elevator property at that point to the Nebraska Elevator Co. of Lincoln, Neb.

Very interesting and well attended local meetings of grain dealers were held last week in Hutchinson and Wellington, Kan.

D. N. Thompson of Morganville, Kan., has been obliged to spend some time in Excelsior Springs, Mo., with the hope of recovering his health.

W. H. Beatty, formerly engaged in the grain business at Norway, Kan., has purchased the elevator of Mr. Schenck, at Otego, to take possession July 15.

A. M. Hungerford, who has for a number of years been engaged in the grain business at Mahaska, Kan., has been succeeded by the Nebraska Elevator Co. of Lincoln, Neb.

J. Fulcomer & Son of Belleville, Kan., have commenced work on the removal of their elevator from the U. P. right of way to the R. I. It is the intention of this firm to rebuild their elevator, doubling its capacity.—A. M. D.

#### MICHIGAN.

John H. Gearhart is now in charge of the elevator at Mulliken, Mich.

The McMorran Milling Co. will increase the capacity of the elevator at

Port Huron, Mich., from 15,000 to 20,000 bushels.

A large elevator and grist mill is being built at Beaverton, Mich., by Row Bros.

B. E. Codwell and C. W. French are erecting a grain elevator at McBride, Mich.

Wallace & Co. are making arrangements to increase the capacity of their elevator at Bellville, Mich.

Perrin & Pomeroy have rented the elevator at Leonidas, Mich., belonging to Johnson & Son of Goshen, Ind.

W. J. Thomas will continue the business formerly conducted by W. J. Thomas & Co., dealers in grain and hay, at Schoolcraft, Mich.

Thomas Read, Pinckney, Mich., June 7: Wheat looking very good; acreage small; rye acreage large and rye looking good; oats doing fine.

McGeorge Bros. are having a stone foundation put under the elevator recently purchased from Harnden & Reeves at Brown City, Mich.

Kelsey & Evan, who operate an elevator at Millington, Mich., have recently purchased a bean picker which has a capacity of about 30 bushels per hour.

Chas. R. Dodge has leased the Grand Trunk Elevator at Cassiopolis, Mich., and with Frank Tietz as assistant, will conduct a grain and produce business.

The Chapin Grain Co., grain commission firm of Minneapolis, contemplate making Ludington, Mich., a distributing point and to that end will establish a mixing house there.

Florence Nims, the daughter of F. B. Nims of Lake Odessa, Mich., fell under the wheels of a wagon heavily loaded with gravel June 17, crushing her arm and perhaps receiving fatal injuries.

Charles Chubbs and Charles Clemens of Buchanan, Mich., were arrested recently at Buchanan charged with stealing grain from farmers in the towns of Bertrand and Buchanan and driving to Mishawaka, Ind., to sell it.

The Michigan crop report, issued June 10, by Fred M. Warner, secretary of state, gave the condition of wheat June 1 as 72 per cent; of corn, 88 per cent; and of oats, 93. The acreage of barley compared with a year ago is 89 per cent. Farmers' deliveries of wheat during the 10 months prior to June 1 were 3,028,000 bushels, against 3,563,000 bushels during the corresponding months of 1900-1.

#### MINNESOTA.

The Parker-Leland Mill Co. contemplates the erection of an elevator at Winnebago, Minn.

Mr. Stickney has purchased the elevator at London, Minn., of Mr. Morin and is making various repairs.

Murray & O'Brien of Collis, Minn., write that they are building woodyards and a coal shed in connection with their elevator.

The Brooks Elevator Co. will erect an iron-clad elevator on the Northern Pacific tracks at Minneapolis, Minn., at \$25,000 cost.

The Northwestern Elevator at Willmar, Minn., was burned June 13. The grain had been cleaned out in order to move the elevator.

The Atlas Elevator Co., of Minneapolis, is repairing the elevator at Hills, Minn., and equipment now includes an improved Hall Distributor.

The Monarch Elevator Co. will make

various improvements in its elevator at French, Minn., installing a gasoline engine and other new machinery.

Charles V. Eades of Chicago and people of Duluth are contemplating the erection of an elevator at Duluth, Minn., in connection with a cereal mill.

The Van Dusen Elevator at Byron, Minn., was struck by lightning on the night of June 6, but the fire was extinguished before much damage was done.

The farmers of West Concord, Minn., are improving their elevator by building an 18x32 foot feed mill and installing new dump scales and other needed machinery.

The recent transfer of elevators by the Finch-Parker Grain Co. to the Eagle Roller Mill Co. of New Ulm, Minn., included those at Tracy, Revere and Walnut Grove.

Talk of a corner in the July wheat option at Minneapolis, Minn., has subsided, since the old rule of the Chamber of Commerce mitigating the punishment of shorts, was brot to light.

L. N. Loomis & Co. have commenced the erection of an elevator at Preston, Minn., which will have a capacity of 30,000 bushels. Dump scales and a gasoline engine will be installed.

Alfred Froberg, Burr, Minn., June 10: Condition of growing crop never was better around here; have had plenty of rain, not any too much; oats, barley and flax fine and corn doing well; grass plentiful and a large hay crop is a sure thing.

The Sheffield-King Milling Co. and the Central Minnesota Elevator Co. have been incorporated at Minneapolis, Minn., the former with \$300,000 capital stock and the latter with \$50,000. Incorporators of both: B. B. Sheffield, Henry H. King and others.

The Atlas Elevator Co., of Minneapolis, will build a large number of new elevators and enlarge their old ones along the line of the Willmar & Sioux Falls Ry. this season. The president of the company recently made a trip along the line for locating the best sites.

Agent, Winter & Ames Co., Campbell, Minn., June 7: Of the 50,000 acres of crops tributary to Campbell, one-half is wheat; rest divided between oats, corn, barley and flax; all in and never looked better at this time of year; unless hail or hot winds injure it, will be a bumper crop.

Geo. R. Tate of Balaton, Minn., is remodeling his old elevator and building a 15,000-bushel addition. The new part will be fitted with 40-foot cribbed bins, with pit and extra set of cups and the whole plant will be equipped with new machinery including a 10-h. p. Otto Gas Engine.

George L. Hicks and P. Eimon have purchased the interest in the Standard Grain, formerly owned by W. C. Moss, Jr., E. W. Duncan and L. J. Moss. Mr. Hicks is manager of the company and Mr. Eimon vice-president. This company has offices at Duluth, Minn., and West Superior, Wis.

The Younglove & Boggess Co. has contracts for the following houses in Minnesota: 25,000-bushel at Caledonia, for the Caledonia Stock & Grain Co.; 20,000-bushel at Elmore for B. P. St. John; 18,000-bushel at Blooming Prairie for the Spencer Grain Co., and 20,000-bushel at Brewster for D. H. McKeller.

W. S. Danens, agent, Peavey Elevator Co., Carver, Minn., June 7: Not as much wheat raised around here as last



year, about 10 per cent less; oats and rye acreage about the same; rye looks fine; corn acreage larger than last year; too much rain here lately; some of the oats and wheat already lodging from it, but at the same time everything looks fine.

P. Martens, Jr., manager, Farmers Elevator Co., Butterfield, Minn., June 16: Wheat acreage decreased about 10 per cent, which amount has been added to the corn acreage; crop condition very favorable for all grains to date; little too much moisture of late; now weather has cleared up seemingly and prospects are bright.

J. F. DeKieve, agent, Marfield Elevator Co., Burchard, Minn., June 9: Wheat acreage decreased about 30 per cent from last year, which goes to increasing acreage of barley and corn each about 10 per cent; small grain looking fine; have never seen it in better condition; number of complaints heard that cut worm is taking a great deal of corn, causing farmers to replant half of their fields, thus making it somewhat late.

R. J. Havnen, agent, Northern Grain Co., Bricelyn, Minn., June 13: Wheat acreage less than last year; corn and oats more than ever before; condition of growing grain good up to this writing; corn planting was very late on account of too much rain and some was planted poorly, the ground being too wet; now having too much rain for wheat, oats and barley; if it does not stop will have too much straw and poor quality of grain.

Chas. Hunkins, agent, Andrews & Gage, Breckenridge, Minn., June 7: Prospects for all kinds of crops never better during my nineteen years' residence in the Red River Valley; some flax will be sown yet, but the early part is up and doing fine; business of all kinds is very active and real estate, which last year sold for from \$15 to \$25 per acre, is being bought by Iowa investors at from \$25 to \$50, as best improved land.

The annual meeting of the South Minnesota and South Dakota Grain Dealers association will be held July 15 and 16 at Minneapolis. All regular grain dealers, whether members or not, are cordially invited to be present. Business of importance will come up; and new officers will be elected for the ensuing year. Members who contemplate attending should so advise Secretary E. A. Burrage, 225 Godfrey block, Minneapolis, giving the names of any friends who will accompany them.

E. G. Talbot, agent, Browns Valley Farmers Elevator Association, Browns Valley, Minn.: Wheat, oats and flax never looked better; oats clean of weeds, even stand, dark, thrifty color, not rank, yet growing rapidly; early sown flax up and with sufficient growth to shade the ground; late sown flax germinating well; no trouble from insects reported thus far this season; plenty of moisture; corn up, generally good stand, some cultivated once; decrease in wheat acreage about 10 per cent; increase in all coarse grains.

J. H. Sheets, Browerville, Minn.: Total acreage of crops larger than last year by perhaps 10 per cent on account of new lands having been opened; wheat, oats, rye and barley show a small increase, perhaps not more than five per cent; increase mainly in corn, which is fully 25 per cent greater than any pre-

vious year; on old farms acreage of small grains is decreasing from year to year, as stock raising is becoming the rule; the excessive rains in May and first of June damaged crops slightly on heavier lands, but on the whole outlook is favorable for more than the average crop.

The O'Neill Barley Co. has been incorporated at Winona, Minn., with \$110,000 capital stock, to conduct a general grain business. Incorporators: Frank A. Johnston, Hannibal Choate, Chas. A. Boalt and Edwin M. Weston of Winona and Chas. A. Pfeiffer of Tracey. Mr. Weston, who will act as president of the company, is well acquainted with the country, having been for some years traveling freight agent for the Northwestern road. Mr. Boalt, vice-president, has for three years served as secretary and manager of the Lamberton Elevator Co., and Mr. Pfeiffer, for some time superintendent of the Minnesota Elevator Co. and previously of the American Malting Co., is secretary and treasurer. Henry J. O'Neill, of Chicago, who some time ago was widely known as the "barley king," will act as manager. Both Mr. O'Neill and Mr. Pfeiffer will reside at Winona.

## MISSOURI.

J. C. Rose is erecting a 3,000-bushel elevator at Sullivan, Mo.

The Russell Grain Co. has bought for \$16,000 an elevator site at Kansas City, Mo.

Geo. M. Filstead, St. Louis, Mo., writes: I would not like to be without the Grain Dealers Journal.

The St. Louis Merchants Exchange will vote June 27 on the new grade of standard oats, corresponding to the new Illinois grade.

The Greer Milling Co. of Sikeston and Messrs. Matthews and Stubblefield of Oran, Mo., will erect an elevator and 500-barrel mill at Oran.

The R. C. Stone Milling Co. has bought three elevators of the Brinson-Judd Grain Co., St. Louis, Mo., in the southwestern part of the state.

Arthur L. Brannock has purchased the interest of R. B. Rudy in the firm of Rudy & Arnold at Neosho, Mo., for \$2,000 and will take charge of the elevator.

J. B. Thro Milling Co., St. Charles, Mo., June 23: Not able to state what acreage is; wheat fully as much as last year and crop immense, say from 20 to 30 bushels per acre; fine grain.

An elevator belonging to J. M. Bellamy at Sweet Springs, Mo., is supposed to have been struck by lightning on the night of June 5. The building and 15,000 bushels of grain were destroyed.

G. H. Davis of the Ernst-Davis Grain Co., Kansas City, Mo., recently visited Chicago, where his firm has purchased a membership in the Board of Trade, and spent two pleasant days riding the goat.

The California Grain & Lumber Co. has been incorporated at Missouri Valley, Mo., to handle grain, lumber, coal and live stock. Incorporators: Chas. House, H. F. Coulthard and W. J. Burke.

The wires running out of the Board of Trade building at Kansas City, Mo., are being investigated by F. C. Ponsonby, for the Chicago Board of Trade, with a view to detecting leaks to bucket-shops.

The recently built McDaniel Elevator at Carthage, Mo., has been found to be in need of repairs. The walls, especially at the bottom, where they are subjected to the greatest pressure, are found to be spreading.

St. Louis received its first car of new wheat June 11. It was shipped by L. L. Davidson of Dyer, Tenn., to the Parrott-Baxter Grain Co., and was sold to Annan, Burg & Co., for shipment to Toledo, Ohio.

Shrewd sleuths and expert electricians from the Chicago Board of Trade recently unearthed a few of the secret wires by which the Christie bucket-shop at Kansas City has been appropriating the quotations.

The tile tank grain storage plant of the St. Louis and San Francisco Railroad at Kansas City, Mo., is being enlarged by the erection of additional tanks having 300,000 bushels capacity, by the Barnett & Record Co.

The condition of crops on June 5 is reported by the Missouri State Board of Agriculture, Geo. B. Ellis, secretary, to have been 97 per cent for corn; 92 for wheat; 93 for rye; 88 for oats; 90 for flaxseed; 87 for barley; 97 for castor beans; and 88 for broomcorn.

The grain dealers in the territory near St. Louis, Mo., who are members of the Illinois Merchants Club, were entertained recently at Alton, Ill., by the millers. All had a good time. A banquet was served at the hotel Madison. Among the guests were H. F. Wycroft of Gillespie, J. H. Duffield, Clarence Dodson and Chas. Cockrell of Jerseyville, E. A. Entzeroth, F. I. Hawkins and J. S. Duncan of St. Louis.

J. K. Davidson, for 26 years connected with the grain trade at Kansas City, Mo., and owner of the Union Elevator which was burned at that city about a year ago, has accepted a position as manager of the St. Louis office of the Calumet Grain & Elevator Co. He will still operate the elevators now under his control on the Missouri, Kansas & Texas railroad and may later open a Kansas City branch of the Calumet Co.

Official Merchants Exchange weighers have been denied authority in the public elevators at St. Louis and East St. Louis, the state railway and warehouse commissioners of both Illinois and Missouri having asserted that the law requires the weighing to be done by the state officials. Two proprietors of private warehouses also have refused to permit the Exchange weighmen to act; on what grounds it is not stated; and their motives are open to suspicion. Shippers who desire their just dues will demand the official weight certificates of the St. Louis Merchants Exchange.

The Hezel Milling Co. and the Regina Milling Co., holders of 34,922 bushels of wheat in the Union Elevator at East St. Louis, Ill., which was delivered out as No. 2, and decided to be No. 3, by the committee of appeals of the Illinois Inspection Department, sold the grain by auction on the floor of the St. Louis Merchants Exchange, June 12. Three other firms will join with the two mentioned in a suit to recover the difference in the value of the grain and No. 2. The defendants in the suit will be the Merchants Exchange, the Illinois State Board of Railroad and Warehouse Commissioners and the Chicago, Burlington & Quincy Railroad.



**NEBRASKA.**

Clatonia, Neb., may have a new elevator.

T. L. Carroll is repainting his elevator at Gothenburg, Neb.

H. M. Pollard has begun his new elevator at Nehawka, Neb.

W. H. Smith, Gibbon, Neb., June 9: Never had such prospects for wheat.

Readers & Son have let the contract for a new elevator at Hastings, Neb.

The Updike Grain Co. is repairing and remodeling its plant at Scribner, Neb.

T. B. Hord is having various repairs made on his elevator at Aurora, Neb.

The Nebraska Elevator Co. is getting together material for a new elevator at Rockford, Neb.

Denison & Rogge are building additions on both sides of their elevator at Elmwood, Neb.

Ed Trump, manager for the Jaques Grain Co. at Ord, Neb., has been making some repairs.

J. F. Chaloupka is interested in the organization of a grain and stock company at Wilber, Neb.

The Sutton Lumber Co. of Sutton, Neb., has changed its name to the Sutton Lumber & Grain Co.

The Updike Grain Co. is making repairs and improvements in the elevator property at Surprise, Neb.

Hull & Whyman have bought Ole Dehl's interest in the grain and implement business at Ogalalla, Neb.

T. L. Carroll, Gothenburg, Neb., informs us that J. H. Darner will close his mill at Cozard in order to make repairs.

The Greenleaf-Baker Grain Co. will replace its old elevator at Howe, Neb., with a new structure of 20,000 bushels capacity.

E. G. Taylor of Ashton, Neb., is erecting a 15,000-bushel elevator at Farwell, Neb. The Younglove & Boggess Co. has the contract.

David Crowell, who was engaged in the grain and lumber business at Fremont, Neb., for fifteen years, died recently at Delavan, Ill.

The Farmers Elevator Co., of Blue Springs, Neb., recently passed a rule to pay non-stockholders three cents less per bushel than members.

The engagement of Edwin Duff, manager of the Duff Grain Co. of Nebraska City, Neb., to Miss Gertrude Musser of Muscatine, Ia., has been announced.

Local members of the Nebraska Grain Dealers Association on the Short Line and the Nebraska lines of the Omaha Road, recently held a meeting at Sioux City.

The Omaha Elevator Co. is building a 20,000-bushel elevator at Cozad, Neb., to replace the one burned some time ago. The new house will have an outside dump.

The Clay County Grain Co. has been incorporated at Fairfield, Neb., with \$5,000 capital stock. Wm. Ashby, president; E. T. Cowen, secretary. The company will build an elevator.

Hoard & Ferguson are remodeling their plant at Hampton, Neb. They have erected a new engine house and office and installed a gasoline engine and improved elevator fanning mill.

J. H. Roman, Cedar Rapids, Neb., June 15: Crops throughout this section of Nebraska never looked better; plenty of rain; farmers and business men are jubilant over the prospects for a bumper crop.

O. L. Campbell, Upland, Neb., June

17: Wheat best in years; prospect for a wet harvest, which we fear, will injure quality of wheat; weeds plentiful on account of so much rain; outlook favorable for the best all-around average crop in years.

J. H. Roman of Council Bluffs, Ia., is now at Cedar Rapids, Neb., making various repairs on the elevator of the Westbrook Elevator Co. The building will be enlarged to twice its present size and a gasoline engine will replace the horse power. John Hickey is local manager, and while repairs are being made he and his wife will visit with relatives in Iowa.

**NEBRASKA LETTER.**

The Westbrook-Gibbons Grain Co. has opened an office in the Bee building, in Omaha.

Haines & Merriam of Omaha have recently joined the Nebraska Grain Dealers Association.

The Nebraska Elevator Co. has moved its headquarters from the Oliver block to Fraternity building, Lincoln, Neb.

Trenmore Cone, who recently entered the grain business at Wahoo, Neb., has no elevator facilities at that or any other point.

The insurance committee of the Nebraska Grain Dealers Association held a meeting several days ago, for the purpose of organizing that committee.

The Great Western Cereal Co., at Nebraska City, has been equipped with a fire protection system, and a fire department organized amongst the employees.

R. C. Giddings, formerly a clerk in the employ of Kyd & Co., at Beatrice, has addressed a very earnest and ardent appeal to the farmers to ship him their grain direct.

Railsback Bros., of Ashland, will tear down and re-build their cleaning house at that point. It is their intention to build considerable storage capacity, but whether this will consist of steel tanks or some other form of construction, they have not as yet decided.

Hardly a day has passed lately that some sections of Nebraska has not had considerable rain. In fact, the complaint, "too much rain," is becoming quite general. Some few reports of lodged and rusted small grain are resulting. For corn, the weather could not be more favorable.

During the past few days, the Nebraska Grain Dealers Association has held meetings at Wahoo, Sioux City, Lincoln, Table Rock, Geneva and Hastings. Meetings will also be held within the next few days at York and Lincoln, and other sections of the state where divisions of this association are organized.

A very severe rain storm did considerable damage to the crops in the vicinity of Courtland, Neb. Conservative estimates place the damage at \$50,000, caused by rain storm, which lasted some 24 hours, and during which time some ten inches of water fell. Some of the residents can make it sound worse than this.

During the past few days hail has done considerable damage to small grain in various sections of the state. The greatest damage sustained was probably that at Clarks and Tamora. Also at Battle Creek was some damage done, some of the farmers even claiming that wheat was damaged one-half, others put it at one-fourth. Bennington also suffered a little from hail.—E. C.

**NEW ENGLAND.**

The C. D. Holbrook Grain Co. of Palmer, Mass., will engage in the cleaning and mending of grain bags, as a side line in connection with its other business, with A. W. Holbrook as superintendent.

The Merrill, Runnells & Mayo Co. has been organized at Waterville, Me., as wholesale and retail dealers in grain and feed. Capital stock, \$30,000. Officers: President, W. S. B. Runnells; treasurer, A. F. Merrill.

A. D. Cornell has purchased the grain and feed business of John B. Ripley at Chester, Mass. He will conduct business for a time in the grain store used by Mr. Ripley, but later will build a large grain warehouse on the railroad.

**NEW JERSEY.**

A hay shed owned by the J. C. Smith & Wallace Co., at Newark, N. J., and containing a large quantity of baled hay, was destroyed by fire on June 8. Loss, \$2,500. A grain elevator belonging to the company was burned about a year ago.

**NORTHWEST.**

A new elevator will be built at Norwich, N. D., by the Imperial Lumber Co.

Peter Wild is building a 36,000-bushel elevator on his farm near Osnabrook, N. D.

The Northwestern Elevator Co. is making some improvements on its elevator at Corson, S. D.

P. Vandenoever is planning to erect an elevator at Minot, N. D., instead of Minot, S. D., as reported.

Wm. Farley is interested in the organization of a farmers' elevator company at Spiritwood, N. D.

The elevator which some time ago was burned at Lisbon, N. D., is being replaced by a new structure.

The new owners of the Devils Lake Roller Mills at Devils Lake, N. D., will make various improvements.

Arthur H. Shumway, dealer in grain at Oberon, N. D., was recently married to Miss Mollie E. Scott of Jefferson, Ia.

Kellogg & Whaly of Flandreau, S. D., write that Mr. Mead will continue the business of Mead & Langan at that place.

A 20,000-bushel elevator is being built at Garrettson, S. D., by the Atlas Elevator Co., which will be equipped with a Hall Distributor.

D. J. Kennedy, superintendent of the Atlas Elevator Co., visited Yankton, S. D., recently to inspect the elevators and see what repairs were needed.

A. Hamann, Watertown, S. D., June 7: Acreage on each kind of grain about 5 per cent larger; condition of all grain, never looked better in 20 years.

The D. H. Stuhr & Son Grain Co. has been incorporated at Pierre, S. D., with \$250,000 capital stock. Incorporators: Thos. H. Ayres, John I. Newell and John Sutherland.

E. E. Flint has resigned his position as manager of the Empire Elevator at Pierpont, S. D., because the company claimed that there was a shortage of several bushels of wheat.

The McCaull-Webster Elevator Co. of Minneapolis is erecting an elevator at Holmquist, S. D. The equipment of modern machinery includes the improved Hall Distributor.

F. J. Lytle, Corson, S. D., June 17:



Crops looking fine; prospects for a larger crop than last year; not as much wheat sown this year as last, but more corn and barley; barley heading out, but rather short.

George Lehr, Tyndall, S. D., June 7: Crops in Bonhomme county looking very good; if present prospects continue we ought to raise a large crop of everything; wheat acreage 10 to 15 per cent below last year; corn 10 to 15 per cent more; other grains about the same acreage.

The Younglove & Boggess Co. has recently completed a 40,000-bushel house for the Dell Rapids Elevator Co. at Dell Rapids, S. D., and is at work on a 30,000-bushel house for the Farmers Co-operative Co. of Baltic. The company has just closed a contract with the Car-gill Elevator Co. for an elevator at Sherman.

A. H. McKillips, agent, Minnesota & Northern Elevator Co., Hillsboro, N. D., June 9: I was 26 miles out in the country yesterday; not as much wheat sown as last, but more of flax and barley; very wet here; grain looking well for the time it has been in; flax coming up fine; seeding is not done; are now sowing flax and barley.

L. H. Smith, agent Northwestern Elevator Co., Vienna, S. D., June 7: Never been a better prospect for a bumper crop in this part of the state than at present; acreage about the same as usual though a little larger per cent of coarse grain; acreage of corn much larger than usual and in fine condition, there having been no damage from frost, or cut worms.

#### DAKOTA LETTER.

John J. Mullaney is arranging for the erection of an elevator at Beresford, S. D.

J. T. Scroggs of Beresford, S. D., may put in new gas engines in some of his elevators if crops are as good this year as present prospects indicate.

Harding & Watts have purchased the elevator at Alcester, S. D., of Disbrow & Hoard. Mr. Harding is an experienced grain man and is bound to make a success in the grain business, although for the past few years he has been on a farm.—F. W. W.

#### NEW YORK.

Durant & Elmore have been incorporated as a grain commission firm at Albany, N. Y.

S. Beaumont, formerly manager of the Chicago office of Churchill & Co., is now manager of the firm's Buffalo office.

Chas. E. Thorne, formerly a member of Cady & Thorne, grain commission merchants of Auburn, N. Y., has retired.

Stench from the damaged grain being dried in the malt house of H. V. Burns at Buffalo, N. Y., led the health department to revoke its permit.

The new grain committee of the New York Produce Exchange consists of John Marshall, E. Pharris, W. H. Kemp, H. B. Day and F. H. Andrews.

Moses T. Hendrickson, who spent twenty years of his life in the grain and contracting business, died June 5th, at his home in Brooklyn, N. Y., aged 79 years.

Belden & Co. of Geneseo have purchased the grain business of H. T. Haines at Nunda, N. Y. The present managers, W. and J. J. Craig, will be retained.

Harvey C. Miller of L. F. Miller & Sons, receivers and shippers of grain,

feed, seeds and hay, at Philadelphia, Pa., has been elected a member of the New York Produce Exchange.

The grain and produce warehouse belonging to Ferrin Bros. & Co. at Rochester, N. Y., was found to be on fire on the morning of June 6. The lower story badly damaged still stands. Nearly all the machinery, and stock consisting of 500 bushels of beans and other produce, was destroyed. Both building and stock were insured. Loss on building, \$1,500; on stock, \$1,000.

#### BUFFALO LETTER.

The new grain firm of H. G. Anderson & Co. has established its office at No. 67 Board of Trade and has issued a circular to the public, inviting patronage.

The Merchants' Exchange trustees have agreed to the recommendation of the inspection committee and restored the Duluth grades of spring wheat, so that spring wheat is not eligible to that grade unless it comes from Duluth. Another change was made which enables trading in red winter wheat separately.

Rebuilding of the Manning malt house will begin as soon as the loss is settled. The dealers who bought the malt in the ruins are said to be doing well with it in spite of the fact that wet malt is about worthless. As was supposed, there was quite a large amount of dry malt found in the wrecked building. Otherwise the purchase might have been disastrous at even 3 cents a bushel.

The harbor elevators are in a fair way to get together on the handling question, slow as they have been about it. At one time it looked as if there would be no pool, in which case there would be pretty sure to be anarchy before the end of the season. It is now reported that the handling on last season's plan continues without serious hitch and that a meeting called for next month promises to work out the percentages all right.

The grain business is so dull that nobody has courage enough to be even the meekest sort of a bull these days. Somebody says that the newly-introduced game of ping-pong into the Board of Trade building is quite fierce enough to represent the spirit of the trade just now. If this state of things continues there will be a temptation to set up the nets across the grain tables on 'Change and go to tossing the balls there as a chief attraction.

The insurance companies are withdrawing from the wooden elevators in the harbor as fast as they become idle permanently, and it now looks as if there would be nothing on any of this class after awhile. The burning of the Wells, for which the agents claim to be paying much more than it was worth, has had a very unfavorable effect on the business. Steel elevators and bad fires have completely knocked out wooden elevators as a class, though such of them as are earning money will be insured, for a time at least.

Wheat looks well everywhere here and early-sowed spring grain is in good condition, but corn is very small yet, sometimes actually not above the ground. The weather is too cool to push it forward.

Chief Grain Inspector Shanahan of the Merchants' Exchange, is sending out letters to the members of the Grain Inspectors Association, of which he is the secretary, in regard to the work to be done in the interest of uniform inspection rules. At the last meeting of

the association, committees of one on the inspection rules were made up, and he is reminding them that it is time to begin getting ready for the Memphis meeting in October. It appears that New Orleans is farthest out of line with this movement, though it is represented in the association.—J. C.

#### OHIO.

R. S. Gordon has rebuilt his elevator at South Solon, O.

E. M. Folsom has succeeded Folsom & Ward at Cleveland, O.

A new elevator is being erected at Broadway, O., by S. W. Fogle.

F. J. Wood has sold his elevator at London, O., to Watts & Farrar.

Southworth & Co. will rebuild their elevator recently burned at Custer, O.

The Farmers elevator at Mechanicsburg, O., which has been leased, is closed.

H. W. Robinson is putting in a Western Sheller and Cleaner in his elevator at Green Springs, O.

A. Pfeifer & Son, West Milton, O., writes: Couldn't get along without the Grain Dealers Journal.

S. J. Beighley, who is building an elevator at Scipio Siding, O., will install a 15-h. p. gasoline engine.

W. J. Jenkins, St. Paris, O., June 21: Harvesting will begin June 24; corn and oats looking very fine.

C. T. Pierce of Defiance, O., will make some changes in his elevator and will put in a chain ear corn feeder.

E. L. Southworth of Southworth & Co. of Toledo recently inspected his elevator site at Bowling Green, O.

M. Neal is organizing a company to build a 100,000-bushel transfer and cleaning elevator at Massillon, O.

A new elevator is being erected at Raymond, O., on the T. & O. C., by the Raymond Elevator Co., which is owned by C. F. Barnhouse.

Allinger & Son of Jackson Centre, O., has purchased Philip Sheets elevator at Geyer City and will enlarge it to 30,000 bushels' capacity after harvest.

The firm of Ashbrook & Bates at Circleville, O., of which J. F. Bates has recently become a member, is overhauling its elevator and building cribs.

Grant McMorran, St. Paris, O.: Will have the largest wheat crop we have ever had; average yield 20 bushels to the acre; earliest harvest we ever had.

The administrator of the Levi Starr mills at Cardington, O., has sold the plant to Mills & Conger, who will operate the plant in connection with their mill and elevator.

Ed Santo, Toledo, O., June 17: Growing crops looking good, especially corn, although rain fall has been unusually heavy the past week, making it too wet to cultivate in most localities.

The Northwestern Elevator & Mill Co. will install a 200-h. p. corliss engine in the plant at Mt. Vernon, O. In the autumn the company contemplates erecting a 35,000-bushel storage tank.

David E. Parsons has severed his connection with a Chicago private wire house at Toledo, O., to enter the employ of C. A. King & Co., who have offered him a good opportunity for the exercise of his superior abilities.

Raymond P. Lipe is overhauling his elevator at Sherwood, O., and increasing the storage capacity 20,000 bushels. The insurance rate on this elevator was advanced to \$4.85 on account of having his steam plant in his elevator. By



placing power plant in brick 40 feet from elevator he gets a rate of \$2.20. A Cornwall cleaner and Western sheller is being installed.

A fire resulting from an explosion of dust in the upper portion of the mill destroyed the mill and elevator belonging to J. G. Metsch at Elmore, O., June 10. The mill when new cost \$52,000. The loss included large quantities of grain and flour.

J. F. Bryant, formerly of Frankfort, O., June 21 closed a deal for the \$14,000 flouring mill and elevator at Marenco, O., on the T. & O. C. R. R., 90 miles from Toledo, which is said to be one of the finest equipped plants on that road. He will take possession at once.

Work on the new drying plant of the Toledo Salvage Co., at Toledo, is progressing rapidly and the company expects to have it completed in time to save wheat which may be wet in the shock. Hopper bottom cribbed bins are being constructed in the two steel tanks, which are about completed. Three more tanks will be erected.

The elevator at Jewell, O., owned by J. S. Calkins, which was destroyed by fire recently, is being rebuilt better than ever. It will be thoroughly equipped with new machinery, including a No. 2½ Western Shaker Cleaner, an overhead dump, chain feeder, automatic steam engine and boiler and one of Moser's passenger elevators. Philip Moser of Sidney has the work in charge.

Boys caught playing about an elevator should be ejected. If this had been done at the elevator at Woodland, O., a sad occurrence on the evening of June 19 would have been prevented. When the wheat stopped running out of the bin Jacob Bennett investigated and found that his two sons, Frank, aged 12, and Samuel, aged 14, had been drawn by the moving grain into the chute. The former was resuscitated. The latter was dead.

The Franklin Elevator and Grain Co. has been incorporated at Columbus, O., with \$15,000 capital stock, paid up, by M. H. Neil, W. H. Tuthill, A. S. Garman, O. J. Mitchell and Wm. McKnight. The company has purchased the old C. S. Herr & Co. elevator at South Columbus and will build a new elevator of 50,000 bushels storage. It is located on the Hocking Valley and the H. O. C. The new elevator will be equipped for transferring and clipping as well as supplying local feed trade. Three attrition mills will be installed for grinding cob meal. The company will do a general grain business, buy on track and ship. Power will be supplied by a 125 h. p. steam engine. The business of Wm. McKnight & Co. will be absorbed by the new company, and Mr. M. H. Neil will be president, W. H. Tuthill vice-president, W. F. Huffman of the Commercial National bank treasurer, and Wm. McKnight secretary and general manager. The company will conduct a retail coal business in connection.

#### PACIFIC COAST.

A malting house to cost about \$200,000 will be erected at Dayton, Wash.

J. A. Miller is building a large grain and hay warehouse at Palouse, Wash.

Kerr, Gifford & Co., grain dealers and exporters of Portland, have purchased the warehouse and business of the Spokane Grain & Milling Co., at Colfax, Wash.

The first car of new crop barley was

received at San Francisco, Cal., June 2, from the central part of the state. It was of good color and sold at 95 cents per cental.

The cultivation of corn is becoming more general in the Willamette Valley of Oregon. Farmers are eager to try early varieties hoping that they will mature before the fall rains.

A change from the cental to the bushel system of computing grain is being agitated vigorously at San Francisco, Cal. The change is opposed by Geo. W. McNear and other leading grain dealers.

The Columbia Southern Warehouse Co., which was incorporated some time ago by C. Lombardi, W. A. Gordon and Geo. B. Bonehille at Portland, Ore., has increased its capital stock to \$25,000.

Leonidas H. Garrigus, one of California's earliest settlers and for some years dealer in grain at Salinas, died June 13 of heart disease at the age of 55 years. He was a member of the San Francisco Grain Exchange.

#### PENNSYLVANIA.

Hancock & Co. of Philadelphia, Pa., have appointed Frank Remy as manager of the general cargo department of their business. Geo. E. Omerly, a member of the firm, still manages the grain export business.

The Keystone Commercial Co., with \$200,000 capital stock, has been incorporated at Pittsburgh, Pa., and has absorbed the business of the Henderson-Johnston Co., which operated several grain warehouses and produce elevators.

A fire at Philadelphia, Pa., June 10, destroyed the buildings occupied by the Germantown Junction Elevator & Warehouse Co., and L. F. Miller & Sons. The buildings were owned by the Pennsylvania Railroad Co. The two grain companies mentioned lost about 10,000 bushels of grain besides machinery, bringing their loss to about \$12,000.

The Pittsburg Grain & Flour Exchange on June 10 elected the following board of managers: L. S. McKallip, Wm. A. McCaffrey, Philip Geidle, Jr., J. A. A. Geidle, Robert Thorne, I. N. Boarts, S. R. Patterson, F. W. Schomaker, H. G. Morgan, W. W. Beatty, Chas. V. Herb, G. W. C. Johnston, S. H. Smith. The newly elected board met June 12 for organization and selected the following officers: Wm. A. McCaffrey was re-elected president, S. H. Smith vice-president, Phillip Geidle, Jr., secretary, and Chas. V. Herb treasurer. The chief grain and hay inspector and superintendent of the exchange will be appointed at the regular monthly meeting July 5.

#### SOUTHEAST.

Henry L. Goeman has been elected a member of the Baltimore Chamber of Commerce.

W. P. Ridley and the Star Milling Co. are erecting 15,000-bushel elevators at Ashwood, Tenn.

I. B. Nall, commissioner of agriculture for Kentucky, reports the acreages compared with 1901 as: Corn, 103 per cent; oats, 90; barley, 91; rye, 89; hemp, 101, and tobacco, 90.

J. H. Bennett & Co. have started a grain, hay and feed commission house at Baltimore, Md. Mr. Bennett was for ten years a partner in the firm of Bennett & Schermerhorn.

Robert M. Wylie, who as a wealthy grain broker and treasurer of the Cham-

ber of Commerce has long been identified with the grain business of Baltimore, Md., died June 20.

The City Grain & Feed Co. will soon begin the erection of a large grain elevator at Columbia, Tenn., to be 127 feet high and have a storage capacity of from 75,000 to 100,000 bushels.

The large elevator and warehouse, which is soon to be erected at Memphis, Tenn., will be built by the River & Rail Storage Co., of which W. A. Eldredge, P. H. Patton and others are incorporators.

The John R. Cary Grain & Provision Co. has been incorporated at Richmond, Va., with \$5,000 capital stock, to conduct a general grain and provision business. Officers: President, John R. Cary; vice-president, P. H. Mayo; secretary and treasurer, John R. Cary.

The directors of the Baltimore Chamber of Commerce amended the by-laws June 9, to provide for the weighing of grain by officials instead of by interested parties. The weighing department will consist of a chief and several assistants. All car grain will pay a fee of 10 cents, and that received by boat 10 cents per 1,000 bushels.

#### SOUTHWEST.

J. Perry Burrus and others are erecting an elevator and mill at Shreveport, La.

H. G. Lindsay of Norman, O. T., has joined the Texas Grain Dealers Association.

The Wheatland Elevator Co. has recently completed a new elevator at Wheatland, Okla.

The Oklahoma City Mill & Elevator Co. at Oklahoma City, Okla., is remodeling its elevator.

The New Orleans Bureau of Freight and Transportation has been merged into the New Orleans Board of Trade.

The Barnard & Leas Mfg. Co. will furnish the Jeannette Rice Mill Co. of Jeannette, La., with machinery for its new mill.

J. E. Farrington & Co., Kingfisher, Okla., write: We consider the Journal the best paper published for grain dealers throughout the country.

Alex F. Leonhardt will, July 1, sever his connection with B. F. Glover & Sons of New Orleans, La., and start in the grain export business on his own account.

A fire which started in the cupola of the elevator belonging to the Little Rock Mill & Elevator Co. at Little Rock, Ark., on the evening of June 10, resulted in about \$2,500 loss.

The Farmers Co-operative Grain & Cotton Co. has been incorporated at Stillwater, Okla., with \$25,000 capital stock. Incorporators: A. A. Ware, O. W. Annis, W. T. Dalton and others.

Wm. Gaston, manager for the Oswego Seed & Grain Co., has installed new machinery, including a 10-h. p. gasoline engine, in the plant at Afton, I. T., and remodeled it into a 10,000-bushel elevator.

Wm. Gaston, agent, The Oswego Seed & Grain Co., Afton, I. T., June 16: Large acreage of wheat with fair yield; most of it in the shock now; oats very fine, but small acreage; corn good with usual acreage.

The New York grain exporters to whom representatives of the rival exchanges at New Orleans went to argue in favor of the old and the new inspec-



tion, wisely refrained from taking action, preferring to await the outcome.

The L. C. McCormick Mill & Elevator Co. has been incorporated at Prairie Grove, Ark., with \$15,000 capital stock. President, R. O. Hannah; vice-president, L. C. McCormick; secretary, E. C. McCormick; treasurer, W. G. Collier.

Choctaw Mill & Elevator Co., Cleo, Okla., June 11: Wheat acreage 50 per cent larger than last year; condition fine; cutting will commence last of this week, will be general next week; corn and oats looking fine; 15 per cent increase over last year.

Denbo & Gravitt, Catoosa, I. T., June 9: All are harvesting with favorable weather; crop will all be cut this week; oats fine; corn in good shape; fields have become foul, but past week people worked and things are much improved; cotton doing well; threshing will start by June 20; wheat very good; grass good; stock fine.

Davis-Vilott Grain Co., Blackwell, Okla., June 13: Wheat acreage average of last three years; owing to heavy rains wheat looks very unfavorable, as it is very thin on the ground, and having been struck by rust, renders it in a critical condition; think it will make an average of ten bushels, but will be very light and of poor quality.

The new grain inspection department which has been established at New Orleans by the Maritime & Merchants Exchange, will be conducted by J. E. Robinson, chief inspector, with A. E. McKenzie as assistant. The former is a brother of C. McD. Robinson, chief inspector at Galveston, and the latter formerly was chief of the Kansas state grain inspection department.

J. H. Ruber, manager, Oklahoma City Mill & Elevator Co., Oklahoma City, Okla., June 14: About four or five miles from this point wheat looks well; prospects for three-fourths of a crop; acreage in the neighborhood of 8,000 to 10,000 acres; harvest commenced this week; threshing will probably begin next week; quality is good; considerable 1901 wheat moving here.

Hutchinson & Bird, Billings, Okla., June 7: Wheat acreage 90 per cent, oat 75 per cent, corn 100 per cent; yield of wheat 75 per cent, of oats 100 per cent; corn in fine condition, from waist to shoulder high; quality of wheat and oats fine; some fields of oats will yield from 50 to 80 bushels per acre; harvest in full blast and wheat better than was expected.

The James Fall Elevator Co., Fairland, I. T., June 12: Wheat about one-half cut; acreage slightly decreased from last year; chinch bugs have made the crop a spotted one; some fields will yield 25 bushels per acre in one part and five in another; corn looks well; stand is good and unusually clean; if rain comes at proper intervals a bumper corn crop will be assured, but July is apt in this locality to be dry.

Fred Vandenburg, with the Texas Grain & Flour Co., Blackwell, Okla., June 9: Farmers in the midst of harvesting their soft wheat; hard wheat will be ready to harvest by June 15; farmers much delayed and handicapped by recent heavy rains, and it is with difficulty they can run a reaper in the fields; rust is bad in some places, but not enough to do any material damage; soft wheat very thin and of poor grade; will make about 30 per cent of a crop; hard wheat better, of good quality, will make about

50 per cent of a crop throughout the country; oats looking fine; good stand for 75 bushels per acre; oat harvest will begin about June 20; corn looking fine, about three feet high; farmers have been unable to cultivate it on account of wet weather; should season from now on prove good corn will make at least 50 bushels per acre as stand is good.

## TEXAS.

The Seguin Flouring Mills of Seguin, Tex., will erect a \$75,000 elevator and mill building.

Owing to the failure of corn for the past two years, the Meyer Grain Co. of Belton, Tex., has decided to retire from the corn business.

The Mansfield Grain & Elevator Co. of Mansfield, Tex., will increase the capacity of its plant for ear corn 6,000 bushels and install new machinery.

J. S. Hetherington of the Dallas Gin & Mill Supply Co. states that the wheat will average about 15 to 16 bushels in the territory surrounding Dallas, Tex.

E. Early, Waco, June 19: Our corn crop is almost a total failure on account of the long drouth; no rain since May 22; grain business is very light at present.

E. R. and D. C. Kolp will erect a 20,000-bushel elevator at North Fort Worth, Tex., which will be thoroughly equipped with machinery and a corn sheller.

Mansfield Grain & Elevator Co., Mansfield, Tex., June 7: Wheat is coming in rapidly; is making 12 to 15 bushels per acre; oats 25 to 40; corn weedy; rain bad.

The Farmers & Merchants Milling Co. has been incorporated at Grapevine, Tex., with \$15,000 capital stock, to erect and operate an elevator and corn and flour mill.

The Hill County Mill & Elevator Co. has been incorporated at Hillsboro, Tex., with \$35,000 capital stock. Incorporators: J. H. Roulbon, M. M. McClellan and J. A. Robey.

The Kitching Grain Co. has entered the grain and hay commission business at McKinney, Tex. R. D. Kitching is manager of the company and his brother, Jesse, will be associated with him.

Galveston, Tex., received its first car of new wheat June 6. Kell & Gibbs of Rio Vista shipped the car to the Texas Star Mills. It was of good quality, grading No. 2 Mediterranean. The next day 20 cars arrived.

Old friends of Geo. A. Works will be pleased to learn that he has re-entered the grain trade, with headquarters at Beaumont, Tex., and will make a specialty of supplying sawmills and rice canal companies with grain and feed.

E. H. Crenshaw & Co., Fort Worth, Tex., June 13: Continued dry weather is rapidly and materially injuring and blighting the Texas corn crop; from present prospects will have to depend on northern markets for our supply of corn for the coming year.

W. B. Powell, Bartlett, Tex., June 14: Oats and wheat only made 20 per cent of an average crop; corn crop almost a total failure; ruined with drought and farmers are cutting down withered stalks and putting up for feed; cotton crop our only hope and that too looking badly.

The arbitration committee of the Texas Grain Dealers Association during the fiscal year ending May 21 filed 54 cases involving \$10,027. In 7 cases compromises were effected. In 11 cases the

parties refused to submit to arbitration. Ten cases were unadjusted, not having been filed in time.

Elevator B at Galveston, Tex., has been leased by the Richardson Grain Co. of Chicago, and H. D. Butts, who has been with the company for many years, will give up the management of the Fort Worth office to take charge at Galveston, assisted by E. P. Williams as superintendent of the elevator. The weighing is to be done by two men from Chicago.

Geo. A. Knight, Belcherville, Tex., June 9: Wheat 25 per cent of usual acreage, will not average more than ten bushels per acre; oat acreage 60 per cent, will not average more than 25 to 30 bushels per acre, where we usually have 50 to 60 bushels; corn looks splendid and will be above the average crop, if favorable conditions hold for 20 days longer; acreage probably 10 per cent above average.

A concern claiming to be the leading hay shipper of Texas has just made its appearance at Hillsboro—the home of the Notorious Hillsboro Brokerage Co., which caught so many honest dealers napping. The name of the new concern is North Texas Hay Co., but it deals in all kinds of grain and seeds. C. T. Gregory, who signs himself as manager, is one of the three brothers who composed the Hillsboro Brokerage Co., a company which refused to arbitrate or pay any of the many claims against it.

J. S. Wylie, Dallas, Tex., June 7: Wheat and oats proved a very short crop; harvesting, which is about over in Texas, shows there will not be over a half crop throughout the state; in certain areas as the northern part of central Texas crop will exceed this; shortage of crop is partially compensated by high price of grain; in western part of state crop is short owing to mild winter with practically no rain or snow; when rain did come, grain shot up materially affecting the size of the heads; then hot winds followed, drawing the moisture from the ground before it had time to sink very deep. In eastern Texas very little grain is raised and that used almost entirely for home consumption; in southern Texas crops of all kinds have been excellent. Texas will have an immense hay crop; reports from west and southwest show ranges in excellent condition and demand for hay machinery very active, owing to fact that meadows never before cut will be harvested this year; corn crop in excellent shape, but in some sections rain is needed; with rain in the next three or four days corn will make an average crop and another about the first of July would make the crop something immense. Mills and wholesale dealers, while buying all the wagon wheat that comes in, are not offering very much for future contracts, and it is rather hard on a grower to come to the city and get a price on his crop to be delivered some days hence; this is caused by reports from the wheat growing sections of Dakota; all grain and feed stuffs are very high and have been for the past year.

## WISCONSIN.

Pieper & Grant are the successors of H. A. Pieper at St. Cloud.

The Pacific Elevator Co. is building a large elevator at Sparta, Wis.

Geo. W. Tice has purchased the grain and produce business of Henry Schwartz at Byron, Wis.



New members of the Milwaukee Chamber of Commerce are C. M. Harrington, I. G. Andrews and G. F. Ewe of Minneapolis and Geo. Spencer of Duluth.

The new grade of contract oats at Milwaukee comprises oats not less than seven-eighths white, and weighing not less than 28 pounds to the bushel.

James B. Orth, manager for the grain commission firm of Karger Bros. of Milwaukee, Wis., was recently charged with embezzling \$1,000 and arrested.

Thomas Nolan has accepted a position as agent and buyer for the Northern Grain Co., at Janesville, Wis. P. A. McGuire, the former buyer, resigned his position.

Provided the town will grade and drain a certain road leading to the railroad, C. G. Wilcox will build an elevator and hay warehouse at Little Rapids, Wis., this fall.

The Kewaunee Grain Co. has built a large cistern near its elevator at Kewaunee, Wis., to be used in case of fire. A pump, capable of elevating a stream to a height of 125 feet, will be connected with the cistern and operated by the gasoline engine at the elevator.

Pieper & Grant, St. Cloud, Wis., June 9: Barley and oats acreage increased

lighted match caused an explosion which set the building on fire. Nothing, even the books, was saved. Loss on flour and oats, \$3,000; on building, \$2,000.

## PATENTS GRANTED

James M. Dodge and Arthur D. Shaw, Philadelphia, Pa., assignors to the Link Belt Engineering Co., have been granted letters patent, No. 702,347, on feeding mechanism for conveyors.

Benjamin Kienholz, Hallock, Minn., has been granted letters patent, No. 702,440 (see cut) on a grain spout having an opening in its lower side covered with a wire mesh, and trough-shaped secondary spout arranged below the screen. A double square spout like this has been in use for years.

Alfred M. Acklin, Pittsburg, Pa., has been granted letters patent, No. 702,273 (see cut), on a support for a conveyor belt. The inclined standards have sockets into which fit a short piece of shaft, while the pulleys fit on the outer upper end of the shafts.

Joseph P. Adams, Garfield, Wash., has been granted letters patent, No. 702,685 (see cut), on a bag holder. Flanges pro-

convex surface on the inside of the bin. The walls meeting at the corners form four columns, which are rigidly anchored together by tie rods at intervals between the top and bottom.

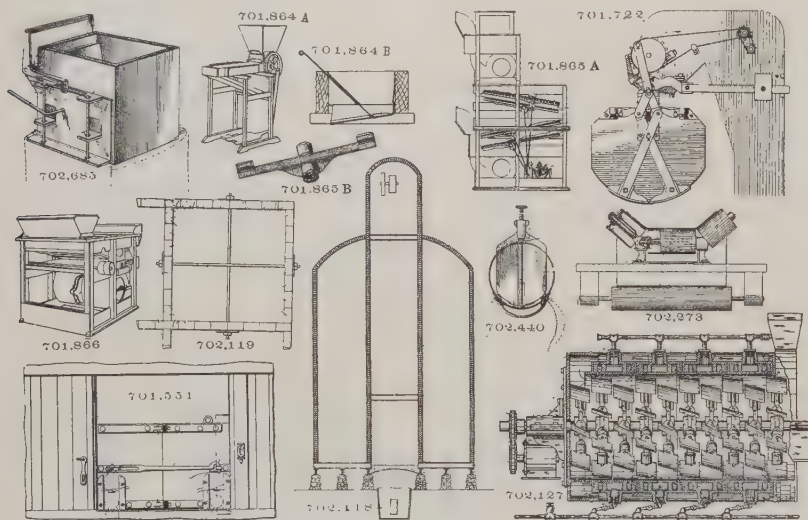
Albert T. Ferrell, Saginaw, Mich., has been granted letters patent, No. 701,864 (see cut) on a feeding device for bean sorting machines. Between the apron and the hopper is located a box carrying a slidably adjusted inclined gate. The feeding plate has a reciprocating motion, and a flange interrupted in its length to form a space for the lower edge of the inclined gate, and having at its sides laterally-extending supporting flanges. The wheel carries ratchet teeth, normally in contact with which is a spring-held arm attached to the plate.

Seneca H. Tromanhauser, Minneapolis, Minn., has been granted letters patent, No. 702,119 (see cut), on a method of laying brick in the construction of grain storage bins of square form. The length of the bricks or blocks is twice their width, but those at the intersections three times their length. A series of small holes is regularly arranged in the blocks so that the perforations in one course will register with the holes in the next course, dowel pins fitting into the holes to bind the whole together. The holes and the space between courses are filled with a suitable cement. The rods prevent the opposite walls from being bulged outward.

Albert T. Ferrell, Saginaw, Mich., has been granted letters patent, No. 701,865 (see cut), on a brush attachment for grain cleaning machines. The brush-carrying bracket is slidably mounted on the shaft close to the screen. An eccentric is revolvably mounted in a bracket at each end of the shaft, whereby the shaft and bracket can be adjusted toward or from the screen. The brush-carrying bracket is connected with a reciprocating block movable between guides, and the block is traversed in its guides by a finger engaging a vertical slot, the finger projecting from a chain running over sprocket wheels.

Chas. J. and Arthur J. Hartley, Decatur, Ill., have been granted letters patent, No. 701,722 (see cut), on a weighing machine. The lower end of the weighing receptacle is formed in the arc of a circle, with arc-formed doors operated by bars centering on a common pivot, pressure being exerted on the upper ends of the bars to keep the doors closed, by means of the two spring-actuated arms. The door is opened by the depression of a pitman. The disk controlling the pitman is driven intermittently by temporary connection with the continuously running drive-wheel. When the weighing receptacle is raised an arm engages a stop projection on the receptacle-sustaining end of the scale-beam.

John P. Churchill, Indianapolis, Ind., has been granted letters patent, No. 702,127 (see cut), on a grain drier. On the central shaft are mounted several hubs with arms and concave agitator blades, turning within the inner chamber which is surrounded by the steam chambers, which are formed of rings overlapping and tightly fastened together. Steam is supplied to the annular chambers by the pipe above, while the condensed water is drawn off thru the pipe below. Outside the steam chambers is the outermost casing, forming an air heating space, which communicates with the inner drying chamber by passageways at each end. The air is withdrawn from the drying chamber near the middle of the machine.



some; that of wheat reduced; condition of growing crop the best in a number of years; could not be better for the time of the year, especially barley; oats just beginning to look a little yellowish, I think from continuous rains; any more rain at present would make grain grow up too rank and lodge before heading, which would seriously affect it.

J. F. Warnke & Sons, Princeton, Wis., June 7: Acreage of grain about the same as other seasons; except corn and oats might be a little larger; condition of small grain good except some lodging of oats and barley, and on low spots too much moisture; corn backward, weather being too cool and wet so far; pastures are fair, but too much rain lately; as a whole, if it lets up with raining and weather turns warm, we may expect a good outcome on everything.

A large grain warehouse at Livingston, Wis., owned by G. J. Biddick & Son, was destroyed by fire, together with its contents, on the afternoon of May 28. Gasoline had escaped from the gasoline engine, filling the air with gas. Someone without noticing the gas attempted to start the engine, and the

jecting from the opposite lower edges of the box-like chute, engage the bag, which is impaled by pins working thru perforations in the flanges.

Isaac L. Edwards, Aurora, Ill., assignor of two-thirds of Ebenezer A. Sanders, Louise M. Cota and Aurelie Cota, Aurora, Ill., has been granted letters patent, No. 701,551 (see cut) on a grain car door. The door is made in two sections hinged together, and provided at the bottom and sides with flanges interlocking with the floor and door-posts.

Albert T. Ferrell, Saginaw, Mich., has been granted letters patent, No. 701,866 (see cut), on a blast-regulator for grain cleaners. The drum containing the fan is divided transversely into sections, and the fan likewise is divided into sections. Valves slidably adjustable between the drum sections are yieldingly held against the ends of the drum sections.

Seneca H. Tromanhauser, Minneapolis, Minn., has been granted letters patent, No. 702,118 (see cut), on elevator construction. Each of the storage bins is rectangular in form, and each of the four walls is in the form of an arch that lies in a substantially vertical plane, with its

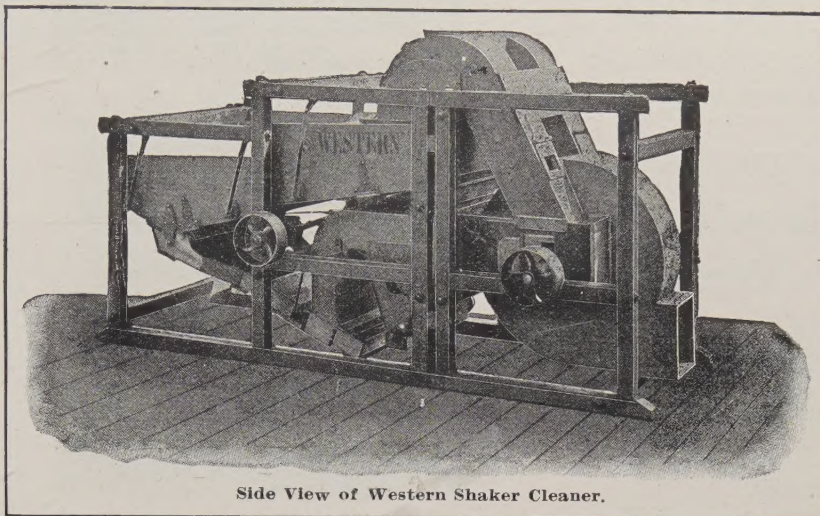


# "Western" Shaker Cleaner

Cleans corn, wheat or oats perfectly without changing screens. Using one on your grain will insure enough better grades to pay for it.

## "Western" Corn Sheller

is designed especially for grain warehousemen. It has large capacity and is well built. Its improved adjusting lever makes it possible to adjust the cylinder to any kind or condition of corn while running. Made in eight sizes. Write for catalog and discounts.

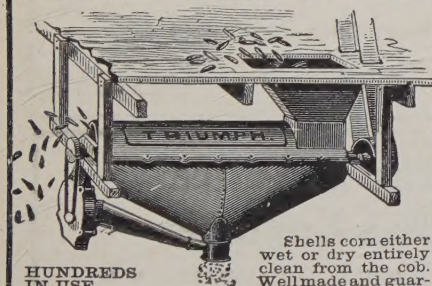


Side View of Western Shaker Cleaner.

Manufactured by **Union Iron Works,**  
DECATUR, ILL.

We make a specialty of the machinery and plans for modern elevators—employing a licensed architect.

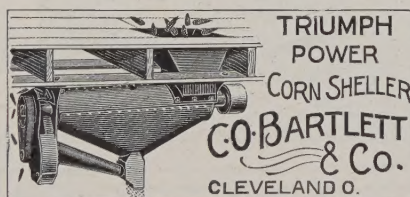
### ORIGINAL TRIUMPH SHELTER



HUNDREDS  
IN USE.

Shells corn either wet or dry entirely clean from the cob. Well made and guaranteed by the makers.

HORTON MFG. CO., Painesville, Ohio



TRIUMPH  
POWER  
CORN SHELTER  
C. BARTLETT  
& Co.  
CLEVELAND O.



PAT. DEC. 7, '97.

### DUST PROTECTOR

The "Perfection" is made of metal and nickel plated. Air is inhaled through a fine wet sponge and exhaled through an Automatic Valve. Sent post-paid for \$1.50. Cir. free. Address H. S. COVER, South Bend, Ind.



WE ARE LARGE MANUFACTURERS OF

Steel Roofing, Corrugated Iron, Etc.

We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., CHICAGO, ILL.

## 68 POUND EAR CORN TABLE

which reduces to bushels of 68 pounds each, any weight of ear corn from 100 to 6,500 pounds will be sent to anyone for 25 cents.

Subscribers to the GRAIN DEALERS JOURNAL can obtain a copy by sending 10 cents to GRAIN DEALERS COMPANY

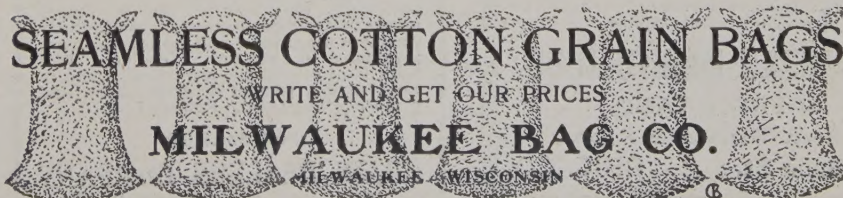
255 La Salle St.

CHICAGO, ILL.

### FAIRWEIGHT STANDARD SCALES

Now is the time to get ready for the coming business and the large crop that is sure to be marketed. Put in new up-to-date SCALES and be up with the times. The Reliable Fairweight Standard Scales are all that the name implies. Made expressly for the grain buyers' use, in styles to meet all requirements. Wagon, Hopper, Dormant and Truck Scales. Also any special Scales made to order. Write to us and tell us your requirements and we will be pleased to name you prices. If you want the best scales on the market to-day, address

THE FAIRWEIGHT STANDARD SCALE CO. Incorporated.  
20, 22 and 24 Franklin St., Danville, Ill.



WRITE AND GET OUR PRICES  
**MILWAUKEE BAG CO.**

MILWAUKEE, WISCONSIN



## LOCATIONS FOR ELEVATORS

in Illinois, Iowa and  
Minnesota on the line of the

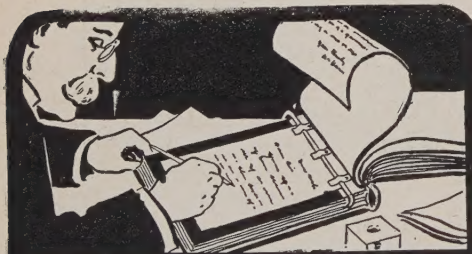
## Chicago Great Western Ry.

Opportunities for men with capital to invest in paying modern elevators. No section of the country is so free from crop failures. Write for maps and full information.

W. J. REED,

Industrial Agt., C. G. W. Ry.  
604 Endicott Bldg.  
St. Paul, Minn.

The afternoon wire reporting so many boatloads taken for export has been worn threadbare and deceives only tyros. These reports were of some value many years ago. Changes in the methods of handling the export business render them glaringly inaccurate. On days when the business is reported to be 150 boatloads the actual number is more likely to be fifty.



### Letters Copied While Writing.

Keep a copy of all letters; no press; no water; no brush; no work. Any ink; any pen; any paper. Our Pen-Carbon never smuts; our clip holds paper firm. Write with no extra pressure, and our

### PEN-CARBON LETTER BOOK

produces a perfect copy—the clearest carbon copy you ever saw. Can be used anywhere. Simply slip your own paper into the clip, and write as usual. Book copies two hundred letters or bills, and is refilled at a nominal expense. Invaluable to writers, students, bookkeepers, or anyone who likes to keep record of letters. Letters show no sign of copying.

**PEN-CARBON MANIFOLD CO.**

ALFRED HALL,

Western Wholesale Agent,  
177 La Salle St. CHICAGO



BETWEEN

CHICAGO AND KANSAS CITY.  
CHICAGO AND ST. LOUIS.  
CHICAGO AND PEORIA.  
ST. LOUIS AND KANSAS CITY.

THROUGH PULLMAN SERVICE  
BETWEEN CHICAGO AND

HOT SPRINGS, Ark., DENVER, Colo.,  
TEXAS, FLORIDA, UTAH,  
CALIFORNIA AND OREGON.

IF YOU ARE CONTEMPLATING A TRIP, ANY PORTION OF WHICH CAN BE MADE OVER THE CHICAGO & ALTON, IT WILL PAY YOU TO WRITE TO THE UNDERSIGNED FOR RATES, MAPS, TIME-TABLES, ETC.

GEO. J. CHARLTON,  
GENERAL PASSENGER AGENT,  
CHICAGO, ILL.

## MANUFACTURERS

Contemplating establishing plants in the West, should take advantage of a location on



C. & N. W. RY.

THE PIONEER LINE  
WEST AND NORTHWEST OF CHICAGO

which reaches the famous

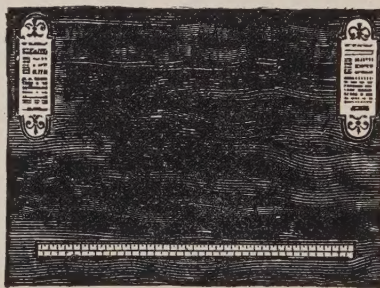
**WATER POWERS,  
COAL FIELDS,  
IRON ORE RANGES,  
HARD AND SOFT LUMBER  
DISTRICTS**

of the West and Northwest, and affords the best means of transportation to the markets of the world.

For further particulars apply to

MARVIN HUGHITT, Jr., E. D. BRIGHAM,  
Freight Traffic Mgr. Gen. Freight Agt.  
CHICAGO

## A CLEAN DESK PAD FOR CLEAN PEOPLE.



The Flexible "Ever Clean" Desk Pad has a perfect, smooth and attractive writing surface; combines an interest computing table, postal rates table, 18 inch measure in imitation of inlaid wood and pearl. No more blotters to buy; no more fluff or nap on your coat or sleeves; no unsightly ink stains constantly before you. All ink stains, dirt and dust can be cleaned off by means of a damp cloth. It is flexible, waterproof, can be rolled up and will lie absolutely flat on the desk. Lasts a lifetime; matches oak, walnut, cherry or mahogany desk. State finish of your desk when ordering. Size 12x19, \$1.00; 18x25, \$1.50; 20x30, \$2.00; delivered anywhere in the U. S. or Canada. Your money refunded if not as represented.

**Meyercord-Batterman Co.,**  
Office Specialties,

206 E. Kinzie St., CHICAGO, ILL.

## The Gas and Gasoline Engine and Its Age

By NORMAN & HUBBARD

Is a practical hand-book of questions and answers on any difficulty that may arise in the care, management and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines, besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.00.

FOR SALE BY

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.

## The Practical Gas Engineer

By E. W. LONGANECKER, M. D.

A manual that tells what a Gas or Gasoline Engine is; How to Purchase a Gas or Gasoline Engine; How to Install the Engine; How to Operate it; How to Care for it; What to do when it gets Stubborn, and How to do it. In short, just how to handle it successfully and all about it.

This book contains all the practical points needed by a purchaser, owner or operator of a Gas or Gasoline Engine. The book contains 130 pages, and every paragraph is numbered.

The index is complete, occupying thirteen pages. In it every point regarding Gas and Gasoline Engines is listed alphabetically. The page and paragraph numbers are given which enables the user readily to find the information desired.

This book is just out and is strictly up-to-date. You can not afford to be without it. It is of convenient size, printed on book paper and neatly bound in cloth.

Price \$1. For Sale by

**GRAIN DEALERS COMPANY,**  
255 La Salle Street, CHICAGO.



## JEFFREY ELEVATING CONVEYING MACHINERY



Chains (All Styles).      Shafting.  
Elevator Buckets.      Hangers.  
Boots. Bolts.      Pulleys.  
Sprocket Wheels.      Gearing.  
Take Up Boxes. Swivel Spouts.  
Belt Conveyors.

SEND FOR CATALOG.

Address

THE JEFFREY MANUFACTURING CO.,  
NEW YORK. Columbus, Ohio. DENVER.

## Clark's Decimal Grain Values.

**Saves Time, Money and Prevents Errors.**

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page.

Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only.

The complete book comprises four sets of tables as follows:

No. 31. **Oat Values** 10 to 79 cts. per bushel and reducing any weight to bushels of 32 pounds. Bound in manila. Price, \$2.00.

No. 32. **Corn, Rye and Flax Seed Values**, 10 cts. to \$1.09 per bushel, and reducing any weight to bushels of 56 pounds. Bound in manila. Price, \$2.00.

No. 33. **Wheat, Clover, Peas and Potato Values**, 30 cts. to \$1.59 per bushel and reducing any weight to bushels of 60 pounds. Bound in manila. Price, \$2.00.

No. 34. **Barley and Buckwheat Values**, 20 cts. to 1.49 per bushel, and reducing any weight to bushels of 48 lbs. Bound in manila. Price, \$2.00.

These tables can be used for Timothy Seed at 45 pounds per bushel and for Corn in the Ear at 70, 72, 75 and 80 pounds per bushel.

No. 35. The complete book contains the four sets of tables, printed on best linen ledger paper and bound in cloth half leather. Price \$6.00 per copy.

No. 36. The same as No. 35, but printed on 80-lb. book paper. Price \$5.00 per copy.

For any of the above, address

**Grain Dealers Co.,**  
10 Pacific Ave. Chicago, Ill.

## White's Wheat Flakes

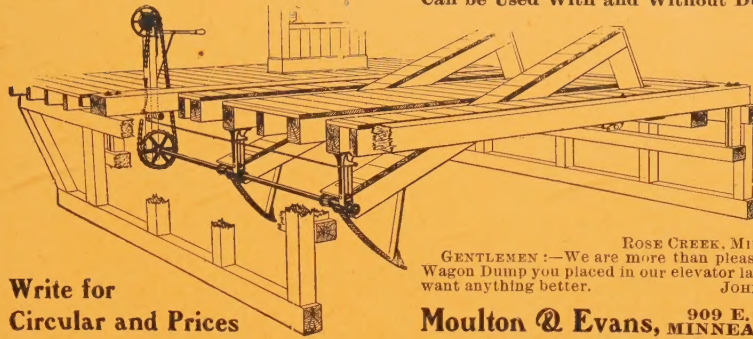
Is the most palatable cereal food on the market. A trial will convince you.  
If your grocer does not keep it, write

**T. G. WHITE, Miller,**

**Marion, Iowa.**

## THE EVANS CONTROLLABLE WAGON DUMP. AUTOMATIC LOCKING DEVICE. THE BEST WAGON DUMP BUILT.

Can be Used With and Without Dump Scales.



**Absolute  
Safety,  
Control,  
Great  
Strength  
and  
Durability.**

Patented  
April 12,  
1898

ROSE CREEK, MINN., Feb. 1, 1901.

GENTLEMEN:—We are more than pleased with the Evans Wagon Dump you placed in our elevator last summer. Don't want anything better.

JOHN CRONAN & CO.

**Moulton & Evans,** 909 E. 18th Street,  
MINNEAPOLIS, MINN.

Write for  
Circular and Prices

## IF YOU WANT

To buy, sell, rent or lease an elevator, or buy or sell machinery, try a liner ad. in the GRAIN DEALERS JOURNAL; its inexpensive and effective.

## Polk's Directory

of the entire

**Grain, Seeds, Elevator,  
Milling and  
Baking**

Interests of the United States

Addresses of all Grain Commission Men, Grain Shippers, Dealers, Buyers, Elevators (with power and capacities), Grain Machinery, Supplies, and all interests pertaining to the Grain Trade.

SECOND EDITION NOW IN COURSE OF PREPARATION.

**R. L. POLK & CO.,** 122 La Salle Street,  
CHICAGO, ILL., U. S. A.

OFFICES IN FOURTEEN PRINCIPAL CITIES.

ORDERS RECEIVED AT GRAIN DEALERS JOURNAL OFFICE.

## Grain Receiving Ledger FORM 33.

Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 39 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired. The pages are 8x13 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit, and Remarks. The paper used is heavy linen ledger, bound in heavy cloth covers with Russia back and corners. Price \$2.25.

FOR SALE BY

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.

## SALES, SHIPMENTS and RETURNS BOOK

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10 1/4 x 16 1/4 inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 contains 48 pages with room for records of about 1,400 carloads. It is bound with leatherette covers and printed on good paper. Price \$1.50.

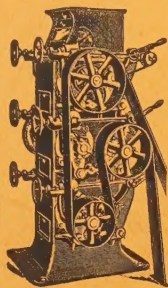
No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$1.75.

FOR SALE BY

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.



## Corn and Feed Mills



4 Roll and 6 Roll  
Gear or Belt Drive  
for Slow Roll.

**It...  
Pays**

to have one  
in connection with  
an elevator,  
and to have the  
BEST one.

Ours has no equal in STRENGTH, DURABILITY,  
EFFICIENCY, CONVENIENCE, CAPACITY, and  
QUALITY OF WORK.

Several Sizes. Prices Very Reasonable.

**Allis-Chalmers Company,**

GENERAL OFFICES:  
**CHICAGO, - ILLINOIS.**

### What's the Use

Of trying to get along without

### DAY'S DUST COLLECTING SYSTEM

When it will handle your dust and  
refuse automatically, and give  
you a CLEAN Elevator.

It will give you the best safeguard  
against FIRE.

It will save labor. It will save in-  
surance. It will save time and  
money. It will pay for itself many  
times over. Any valid reason why  
you should not have it?

POSTAL FOR THE NEW BOOKLET, "DUST  
COLLECTING AND FUEL FEEDING."



That's DAY'S  
Dust Collector.  
There is no other like it

**H. L. DAY**

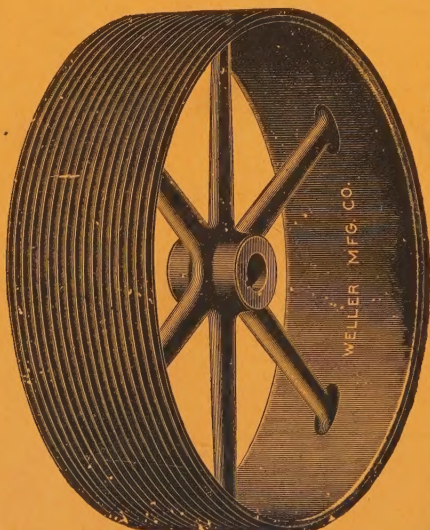
1122-26 YALE PLACE  
MINNEAPOLIS, MINN.

Ho, Ye!  
Who want to buy  
The  
**WEBSTER M'FG CO**  
Can furnish the  
latest improved  
**ELEVATING  
AND  
CONVEYING  
MACHINERY**  
For use in Grain Elevators  
and Flour Mills  
Send in your specifications  
1075-1097 W. 15th St.  
CHICAGO

## WELLER MANUFACTURING CO.

MANUFACTURERS OF . .

**GRAIN HANDLING AND POWER  
...TRANSMITTING MACHINERY...**



**GRAIN ELEVATOR SUPPLIES OF EVERY  
DESCRIPTION.**

NEW CATALOG, NO. 17, OF 400  
PAGES SENT ON APPLICATION.

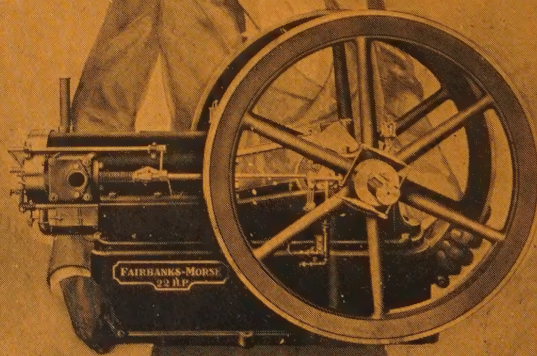
GENERAL OFFICES: 118-126 NORTH AVE.,  
CHICAGO.

## FAIRBANKS MORSE & CO.

**GAS AND  
GASOLINE  
ENGINES**

STATIONARY  
PORTABLE and  
MARINE

CHICAGO, ILL., U.S.A.  
DETROIT, CLEVELAND,  
CINCINNATI, INDIANAPOLIS,  
LOUISVILLE, ST. LOUIS,  
KANSAS CITY, ST. PAUL,  
MINNEAPOLIS, OMAHA,  
DENVER, SAN FRANCISCO,  
LOS ANGELES, PORTLAND ORE.



**TWO GREATEST POWERS  
ON EARTH**